

# THE Publishers' Weekly

The American BOOK TRADE JOURNAL

62 West 45th Street, New York

VOL. CXXII

NEW YORK, JULY 23, 1932

No. 4

**MAZO DE  
LA ROCHE**

*strikes a  
new note  
in*

# LARK ASCENDING

**A NOVEL**

*showing how New England  
restraint melts away under  
the sunny southern sky of Sicily*

TEMPORARILY abandoning the Whiteoak family at Jalna, Miss De la Roche has written a novel about Fay Palmas, widow of a Saltport baker. Fay, who dramatized herself at every opportunity, who actually became a real Contessa, and found, in Sicily, a life more exotic than her wildest fancies had pictured. The lighter quality of this book may easily bring the author new followers.

*Miss De la Roche's books SELL!*

Jalna .....	123,192 copies
Whiteoaks of Jalna .....	61,750 "
Portrait of a Dog .....	9,528 "
Finch's Fortune .....	45,543 "

**READY AUGUST 12**

*An Atlantic Novel. \$2.50*

**LITTLE, BROWN & CO.**  
Publishers, Boston

## A Riot for Parties!

### ARE YOU A GENIUS?

By Robert A. Streeter and Robert G. Hoehn

Here is the book for the alert mind rather than the sponge-like memory. Absolutely different from so called "intelligence test" books where the human brain is turned into a dictionary.



Humorously illustrated by O. Soglow whose comic creations are chasing gloom for an increasing multitude of devotees.

"Happy days are coming" when you hunt a laugh with Soglow.

Sure to sell to *anyone* who likes humorous brain twisters! (Check your mental agility against that of F. P. A., Lowell Thomas, Sidney Lenz, Ellery Queen, Albert Payson Terhune, Princess Kropotkin, George S. Chappell and others.) Coming July 25th

*Absolutely Unique! Coming August 22d*

## AN OUTLINE OF INDECENCY

### EVIL THROUGH THE AGES



PLOTS THE CURVE  
OF INDECENCY  
from earliest  
times



This survey  
of sin from the dalliance  
of dinosaurs down to  
our own day is a genuine history  
of evil in its most attractive aspects.

(Lovely pictures by Soglow.)

BY

**GEORGE S. CHAPPELL**  
(DR. TRAPROCK)

Author of "THROUGH ALIMENTARY CANAL WITH GUN AND CAMERA,"  
"THE CRUISE OF THE KAWA," etc. at your bookshop. **STOKES \$2.00**

*Our Slogan; "Buy your books of your bookseller."*

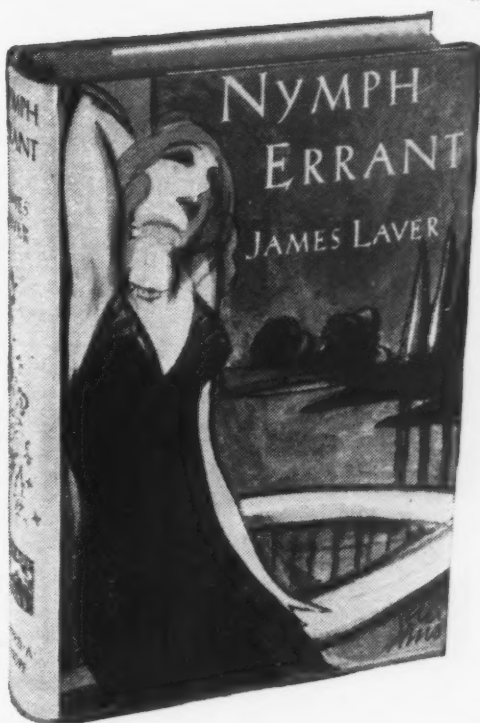
**443 - 4th Ave.**

**FREDERICK A. STOKES COMPANY**

**New York City**

# NYMPH ERRANT

*by James Laver*



**SINCLAIR LEWIS** writes: "'Nymph Errant' is Mr. Theodore Dreiser's 'Jennie Gerhardt', as it would be retold by Mr. Evelyn Waugh. It is 'Pilgrim's Progress' narrated by Miss Margaret Kennedy. It is the adventures of the Beggar Maid with a whole series of twentieth century Cophetuas, the several episodes composed by Mr. Aldous Huxley, Mr. Joseph Hergesheimer, Dr. Magnus Hirschfield, the author of the Cunard round-the-world advertising, and Miss Dorothy Parker. It is, nämlich, a book."

*Jacket in colors by Peter Arno.  
To be published September 1st.  
290 pages. \$2.50*

**J. B. Priestley** writes: "'Nymph Errant' is a very gay, witty, impudent affair, giving us the amorous adventures of Evangeline, who leaves her finishing school at Lausanne to return to an aunt in North Oxford, but contrives on the way to find lovers at Deauville, Montparnasse, a Nacktkultur colony, Venice, and Greece, to say nothing of an adventure in a Turkish harem."

**Gerald Gould** writes: "This is one of the wittiest, one of the most heartless and artful, of the books of recent years. There are three hundred and eighteen pages, and I think I laughed over them two hundred and twenty-seven times."

★ ★ ★

*These comments came after I had acquired, early in the spring, the American rights to Mr. Laver's novel and had announced to the press: "I regard it as the only novel I have ever bought with a feeling of absolute assurance that it will create a popular sensation."*

*Alvin Karpis*



ALFRED · A · KNOFF · 730 FIFTH AVE · N · Y ·



**P A T T E R N****N****D**

To be  
published  
July 28th

**P A T C H W O R K**

A BOOK OF CROSSWORD PUZZLES

By LT. COL. H. G. LE MESURIER, C.I.E. \$1.25

Lightly Learned!

Happily Highbrow!

Ingeniously Inclusive!

Progressively Puzzling!

50 puzzles, with word list, for the Intelligent and the Educated!

**THE CRISIS**

IN THE

**WORLD'S MONETARY SYSTEM**

By GUSTAV CASSEL. \$1.25

*A book of the very first importance. Any intelligent person can understand this book, every intelligent person should read it.*

## CONTENTS:

- I. Changes in the Nature of the Gold Standard
- II. The Crisis in the World's Monetary System
- III. The Breakdown of the Gold Standard

*Dr. Cassel long ago predicted the present crisis, and was one of the few economists to do so.*

To be published  
August 4th

**WAGTAIL**

By Alice Crew Gall and Fleming H. Crew

Illustrated by Kurt Wiese.

\$2.00

To be published  
July 28th

This new book for boys and girls is about Wagtail who enters the story a very small and active tadpole and leaves for his winter nap a very grown-up young frog. Wagtail has many adventures and learns many things about his friends who live in and around the Blue Pool. The illustrations by Kurt Wiese are printed throughout in green and the text in black is exceptionally clear and readable. It should sell to teachers, to librarians, to parents, and especially to children themselves. A number of circulars which are printed in two colors and will fit into ordinary letter size envelopes are available and will be supplied on request.

**OXFORD UNIVERSITY PRESS**



# THE SHELTERED LIFE



By Ellen Glasgow

*"She is one of the most richly endowed novelists of our time . . . She feels with intense sympathy the elemental needs and hungers and the ideal motives which animate individual men and women and make them for their hour of crowded life flame out against the commonplace."*

*We* believe that *THE SHELTERED LIFE*, by Ellen Glasgow, is as eloquent a statement of emotional life in America as has ever been written.

Behind the loveliness and peachblow brocades of one, she shows a soul strong in affliction. Behind the gallant pose of another—youth, middle-age, dreams, even the Indian Summer of happiness sacrificed to a romantic ideal.

In a score of men and women Miss Glasgow catches masked regrets, strange complications for which love is responsible. If this is tragedy, it is tragic only in the sense that it reveals the chaos beneath the placid surface of sheltered lives.

The book is deep and rich. It reveals, more than any American novel of which we know, the curious, secret malice of destiny. It again proves the author one of the most richly endowed novelists of our time.

We believe that *THE SHELTERED LIFE* should have the widest popular appeal of any book Ellen Glasgow has written. To read it is a great emotional experience. It is the kind of reading people want this year. Her last book, *They Stooped to Folly*, sold 179,234 copies.

*THE SHELTERED LIFE* will be published August 24th, at \$2.50. Limited Edition of 300 copies, signed, at \$10.00.

There will be no serialization. A minimum of \$10,000.00 has been set aside for newspaper advertising. A portion of this will be used in *local advertising*, about which we invite inquiries.

Early orders are advised. For information about advertising—window displays, special local review copies, consult any Doubleday, Doran salesman, or write at once to Frank C. Henry, 244 Madison Avenue, New York, N. Y.

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DOUBLEDAY, DORAN AND COMPANY, INC.

2nd Printing before Publication!

# WAR ON WISHBONE RANGE

by  
Charles Alden Seltzer

*Here's a "Western" that's the stuff!* It has everything to put it at the top of a class of books which have remained, in all kinds of economic weather, a constant staple of the book business. Bob Davis says: "Seltzer knows the lingo . . . the code . . . the country." Elrick Davis, of the Cleveland Press, says: "Seltzer is the Hemingway of Westerns."

We've never jobbed a single copy of any one of his books. His sales show a steady upcurve. "A Son of Arizona" sold 9,444 copies. We understand that already the new one is being asked for by bookstore and circulating library customers. You can recommend this book without fear of disappointing any Western fan, even the most hard-boiled.

With 3-color "selling" wrapper  
\$2—July 20—Doubleday, Doran





Winner of the  
FEMINA PRIZE



ANTOINE  
DE ST.-EXUPÉRY,

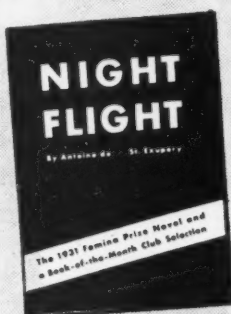
young French author of NIGHT FLIGHT, is a distinguished aviator and author of one earlier book—*Courrier Sud*. He was born in 1900, educated at the Lyceum of Saint Louis, and underwent his military service with the air force in Morocco. He resigned from the army to enter the *Compagnie Generale Aeropostale*, flew the Casablanca-Dakar line, and became head of the flying field of Juby. In 1929 he was sent to Buenos Ayres to organize the new postal lines of South America. He is now acting pilot of the Marseilles-Algiers line.

DUAL SELECTION OF THE

*Fifty Thousand Frenchmen  
the Book-of-the-Month*

NIGHT  
FLIGHT

by Antoine de St-Exupéry



"It is of superb quality and extraordinarily timely. A magnificent story. Here for the first time the airplane enters imaginative literature."

Christopher MORLEY

"NIGHT FLIGHT which describes the tragic adventures of a pioneer of the air sounds the authentic epic note. I admire it not only for its literary merits but for its value as a record of realities. It is the combination that gives 'Night Flight' its quite exceptional importance."

André GIDE



FRIC  
Amic  
its 2 at  
receve

A message from An

I consider SAINT S  
published in France in m  
and the emotional force o  
But it is written with a

NIGHT FLIGHT is  
Frenchmen, weary of  
subtleties and eager  
are the characteristi

Three qualities give  
veracity, the vision  
angle, and finally, t

Selected by leading criti

A reduction of the striking 3-panel poster in French blue, 31½" of the

NIGHT FLIGHT, by Antoine de St-Exupéry, translated by Stuart Gilbert, with a preface by André Gide, will be published August 2nd, by the Century Company. Price \$1.75

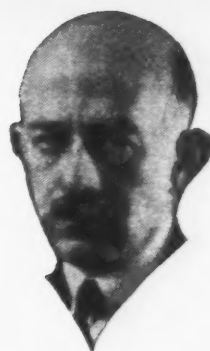
THE CENTURY COMPANY

353 Fourth Ave. N. Y. OD

# BOOK-OF-THE-MONTH CLUB

Winner of the  
NORTHCLIFFE  
PRIZE

Two Prize Committees, and  
No club can't be wrong!



**JEAN  
SCHLUMBERGER,**  
an Alsatian, is the great-grandson of Guizot, celebrated French minister and historian. Poet, playwright, critic, essayist, novelist—Schlumberger is equally well known for his work in founding (with Jean Cocteau) the theatre of the Vieux Colombier, and for his editorial direction of *La Nouvelle Revue Française*, which was founded by Schlumberger and a group of friends, among whom was André Gide. The translation of *Saint Saturnin* is by Dorothy Strachey Bussy, sister of the late Lytton Strachey.

## SAINT SATURNIN

by Jean Schlumberger

Here the high-light falls on the figure of an old man, a grand, a remarkable old man! One cannot read without anguished compassion the story of his mid-night evasion and how he is tracked and captured by his indignant children. One of the most moving stories of the last five years.... *London Times*



Handled with power and beauty, written in rich restrained glowing style. An addition to the great books.... *Dorothy Canfield*



Northcliffe  
Prize Novel

most remarkable novel  
perfect unity of its plot  
the book recalls Balzac  
that is new and original.

entire generation of  
vigilance and psychological  
and simplicity which

orth—its technical  
earth from a new  
vor of its heroes.

standing books of the season

one of the most impressive and effective selling displays of the year.

**SAINT SATURNIN**, by Jean Schlumberger, translated  
by Dorothy Bussy, will be published August 2nd by Dodd, Mead  
& Company. Price \$2.50

Y. **ODD, MEAD & COMPANY**

449 Fourth Ave.

N. Y.

# Our stock vanishing splendidly - wires MR. KROCH

(heartening words for every bookseller)

G. P. PUTNAM'S SONS  
2 West 45th Street  
New York City

Our stock of **HOUSE OF VANISHED SPLENDOR** vanishing splendidly. Ship 50 more copies by National Freight. You have a book with all the potentialities of a great seller.

A. KROCH

Take a tip from  
Mr. Kroch and these critics  
Here is a **BOOK!**

## Says **HARRY HANSEN:**

"Out of the Northwest comes a powerful novel... a book with the sweep of the wide prairies in its design. Ostensibly the story of the fortunes of one family, it is also the story of an American fate. The author's grasp on his subject, his men and women and their environment is almost miraculous."

## Says **FANNY BUTCHER:** "HOUSE OF VANISHED SPLENDOR is a book you will not want to miss. Mr. McNally has done a brilliant job... a saga of impressive reality."

## Says **N. Y. SUN:** "HOUSE OF VANISHED SPLENDOR is an unusual book... a daringly outspoken novel. Mr. McNally should go far."

FIRST PRINTING VANISHED BEFORE PUBLICATION,  
SECOND PRINTING VANISHING SPLENDIDLY

# All the potentialities of a great seller - wires MR. KROCH



*A new*  
**DAWN POWELL—**  
*that places her*  
*with the GREAT*  
*interpreters of*  
*American life*

THE themes of great operas need not be about Wagnerian gods and goddesses. Connie, the shoemaker's wife, and Decker, the out-at-the-elbows music teacher, were "ordinary" people, undistinguished atoms in the microcosm of a small town; yet something in their friendship, or love, carried them away and beyond themselves. . . . Connie had wanted to be an opera star; Decker's dream was of great auditoriums enthralled by orchestras playing his music. For themselves, when they were with each other in Decker's little second story room over the shoemaker's shop, these dreams were actuality. They became more than

Dell River; they were cosmopolitan, witty, elegant, learned. Their days and nights were filled with music, not only of the old piano ("But a remarkably fine instrument; really excellent tone, you know!") but of their manufactured memories, that Dell River gave the lie to . . .

In these characters, and the others—Louisa Murrell, the pathetic English teacher who tried to rise to Connie's and Decker's superior and "cultured" plane; Mr. Marshall, the high-school principal; Laura Neville, the town's wealthy despot; Gus, the husband, whose eyes never rose from his cobbler's bench to see his wife as she was—in them Miss Powell has epitomized the suffering, the grandeur, the release of little people, frustrated by life, aspiring nevertheless to the unattainable. . . . It will immeasurably add to the stature of the author of *She Walks in Beauty* and *Dance Night*, and it is a novel that you and many thousands of readers will enjoy and take to your hearts. . . .

# The TENTH MOON

By DAWN POWELL

*Coming August 25*

\$2.50

FARRAR & RINEHART

9 East 41st Street, New York

128 University Ave., Toronto

# A REAL *Moneymaker!* STUART CHASE'S A New Deal

His first book since "MEXICO"



**OUT  
AUG. 23**

Probable price

**\$2.00**

**THE MACMILLAN COMPANY**  
60 FIFTH AVENUE • NEW YORK

The fearlessness of **YOUR MONEY'S WORTH**, the keen edge of **TRADEGY AND WASTE**, the dramatic and reportorial qualities which make **MEN AND MACHINES** noteworthy are combined in this latest product of Mr. Chase's pen. But more important even than these from the dealers' viewpoint is the fact that there is an established market.

It must be conceded that the nation is economically minded these days. The Depression, its causes, effects, solution and prevention holds a preeminent place in the average mind. Stuart Chase holds a similarly prominent position among the hordes of commentators who are discussing the subject.

"He is no rhapsodist... he has specific suggestions, he has solutions"—N. Y. Eve. Post. "Everything that Mr. Chase writes is *alive*... one of the healthiest sectional forces in American thought today"—The Nation. "Speaks with bluff honesty and lucidity"

—New Republic

## JULY HEADLINERS

from the DODD, MEAD list

### MODERN MADONNA

By Alice Ross Colver

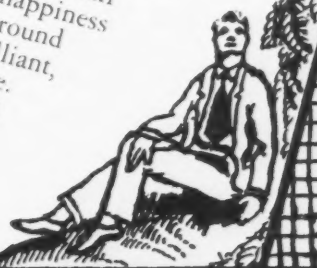
"If I loved a man I'd fight for him tooth and nail, claw and talon . . ." urged the Modern Madonna to those who shared their love problems with her. And suddenly, she found herself facing that very challenge in her own awakening romance! A novel of tangled marriages with a charming New England background. \$2.00



### AMOS THE WANDERER

By W. B. Maxwell

W. B. Maxwell always tells a good story. His new book is a pungent tale of modern marriage, showing how most people, looking for the excitement and lure of life beyond the horizon, fail to see the happiness that lies just round the corner. Brilliant, witty and wise. \$2.00



### THE WAY OF THE PHOENIX

The story of a love which, like the phoenix, disappeared suddenly on the eve of consummation, only to revive, as suddenly again, years later. A very human and appealing novel. \$2.50

By Stephen McKenna

### THE DRAGON IN HARNESS

By Sinclair Gluck

A thrilling new mystery of Secret Service agents in the Orient. A daring tale packed with action, by the author of *The Blind Fury* and *The Wildcat*. \$2.00



### MURDER AT EXBRIDGE

By Victor L. Whitechurch

A really baffling detective story which plays fair with the reader at all times and is exciting to the very end. By the author of *Murder at the Pageant*, etc. \$2.00



MODERN AMERICAN SHORT STORIES—Edward J. O'Brien

25 notable stories by contemporary writers. \$2.50

PHYSICAL EDUCATION ACTIVITIES—Cramlet & Hinote

Practical guide to extra-curricular gymnastic activities. \$2.00

Over 200 illustrations.

ACROSS LAPLAND with Sledge and Reindeer—Olive Murray Chapman

Delightful account of a strange Northern people. Illus. \$4.00

DODD, MEAD & CO. • 449 4th Ave. • New York





# **LITTLE GIRL LOST**



## **TEMPLE BAILEY**

**No more engrossing romance has come from the pen of this writer, nor one more gay and glamorous. This is the story of Araminta who had youth and beauty and the adoration of two men**

**\$2**

**THE PENN PUBLISHING  
COMPANY PHILADELPHIA**

*We will make this  
Your Juvenile*


**Best Seller**


# **Children's Cheerful Cherub**

**by Rebecca McCann**

*Edited by Mary Graham Bonner*

## **Sea-Saw**

I've always been fond  
of the sea 

But I think I like  
 mountains the best—

A mountain will stay  
where it's put

While the ocean  
is never  
at rest.



Aug.  
23rd

60¢

**COVICI • FRIEDE • Publishers**  
386 Fourth Avenue • New York

**A Juvenile by a  
best selling author  
*at***

**60¢**

Sixty-four poems hitherto unpublished similar to the one shown here, reproduced in four colors and beautifully bound at the depression-proof price of 60c.

This is the first juvenile we have ever published and we intend to stand back of it with a \$2,500 advertising campaign and liberal discounts to dealers.

*August 23rd*

**60c**

*\*Posters available*

**COVICI • FRIEDE • Publishers**  
386 FOURTH AVENUE • NEW YORK



*Out August 18*

# THE RIPENING

by COLETTE

Translated by Ida Zeitlin

The best translation of the best book Colette has yet written—and that means sales! The theme she has chosen is one that only she can handle: a story of very young love, suddenly complicated by seduction. Philippe and Vinca grew up together, loved each other dearly, passionately, honestly—until an older woman found sixteen-year-old Philippe attractive! With the publication of this novel, the entire Colette property is in our hands. No more of her miscellaneous items floating around on various lists. \$2

*Out August 4*

# THAT GIRL FROM NEW YORK

by ALLENE CORLISS

Small town versus New York—an ever successful, amusing theme, and this time it has the benefit of clever treatment by the author of the popular *Marry For Love*. The girl, Eden, is fascinating, and a New Yorker through and through. When she married the big man in a small New England town and went there to live (with him)—well, the descendants of Plymouth Rock didn't quite know what to do about her! \$2

9 East 41st Street  
New York

**FARRAR & RINEHART**

128 University Ave.  
Toronto

*Margaret Irwin's*

## ROYAL FLUSH

Not since E. M. Forster's *A PASSAGE TO INDIA* appeared in England have we seen such laudatory comments on a book we were to distribute in America.

In general English reviews of *ROYAL FLUSH* agree with R. Ellis Roberts' statement in the *Manchester Guardian*. "Even Lytton Strachey's *QUEEN VICTORIA* is no better book than *ROYAL FLUSH*."

*ROYAL FLUSH* is the June choice of the Book Society in England, who report that it is the most popular choice they have ever had. A historical novel of the time of Charles II, *ROYAL FLUSH* portrays the life of a royal family whose story is so rich and varied that it falls naturally into the form of a modern novel.

The characters of most historical novels are imaginary, set in the midst of a story decorated by minor characters who are historical. *ROYAL FLUSH* is different. Every character in it actually lived, and the part of the author's imagination has been to put them on paper in terms of real life.

We believe *ROYAL FLUSH* should be read now by every bookseller who is looking ahead to the fall. A copy will be sent to any bookseller who requests it.

# Royal Flush

By MARGARET IRWIN

Sept. 1st, \$2.50

HARCOURT, BRACE & COMPANY  
383 MADISON AVENUE NEW YORK

# The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, JULY 23, 1932

## Have You a Bulletin Board?

*This Inexpensive Silent Salesman Is Worth His Keep In Days  
When the Buying Public Needs Urging*

ASK ANY BOOKSELLER who keeps a bulletin board whether or not it helps his sales, and nine times out of ten he will say he doesn't know. Nine times out of ten, though, he will say that people stop to look at it. This really should be justification enough for keeping such an inexpensive form of publicity alive.

While some sales are made directly from window displays, some from the direct personal contact between clerk and customer and some from mail advertising, probably the majority of sales in most shops are the result of a whole series of effects, conscious and unconscious, that the store has been able to produce on the customer. Bulletin boards, if nothing else, are one more method of bringing the title of a book before the eyes of the potential customer. Just as certain great national advertisers create a market simply by keeping the name of their product constantly before the public eye, so can a bookseller work towards additional sales through his bulletin board.

A good bulletin board will attract the customer through a large heading, a spot of color, or a good picture, will hold his interest through gossip notes and clippings from leading reviews and at the same time impress on his mind the titles of several

books, preparing him, as it were, for further merchandising efforts from the shop.

Some stores do find a definite connection between bulletin display and sales. George W. Jacobs & Co., in Philadelphia is one. This shop has a board, 14 x 20 inches, outside the shop, so those passing on the street may read it. One of the salespersons who is familiar with poster making has charge of it. Occasionally a poster will be in color with a very little lettering while at other times a printed message appears against a background of color to make the spot catch the eye. Lettering is always large except for the occasional use of a newspaper clipping tied up, always, with a large headline. The chief purpose of this board is to stop the person who intends to go on his way, and it does sell books.

Another board that has earned an established

place is the one pictured above from Mabel Ulrich's Book and Print Shop in Rochester, Minn. It is made of black lacquered planking, 36 inches long by 15 inches wide, and is attached to the outside wall of the store, directly beneath the shop sign and right next the entrance. Miss H. A. Swanseid, the manager, says, "I don't think I've ever been more successful



*Outside the door of the Mabel Ulrich Book and Gift Shop in Rochester, Minn., this board greets customer and passerby*



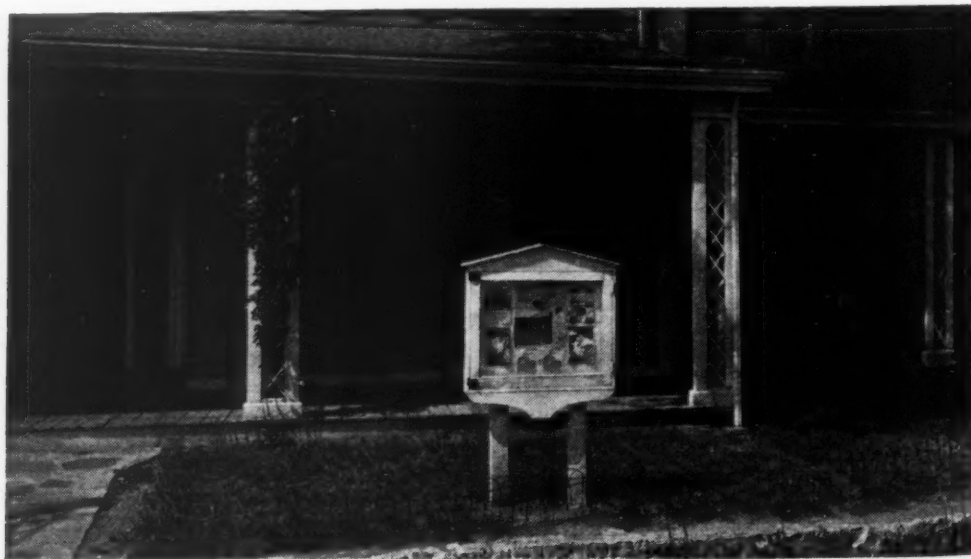
with it than when I posted a few specimen sheets from the first copy of 'Boners.' Even though the print was small and illustrations were lacking there always seemed to be some people reading them and going off repeating them to each other, not to mention those who came in to ask questions and buy." Color, Miss Swanseid says, always seems to attract at once, so she tries always to have something bright to catch the eye and direct it to the reviews or other articles in smaller type that are posted beneath. The post card size pictures of authors sent out by some publishers are always a big success on this board.

An indication of the trend toward this type of display is contained in a letter the *Publishers' Weekly* recently received from Christopher G. Grauer of the Otto Ulbrich Co., in Buffalo. "We have not used bulletin board advertising for many, many years," he said, "but in view of the changes that have taken place within the last few years we have come to the conclusion that the bookstore must make more of an effort to attract people to its wares than it has been in the habit of doing. Accordingly we are preparing plans for two bulletin boards to be used on the iron pilasters on each side of the front of our store. These bulletin boards will probably be about six feet high with our firm name and the name of the department at the top. The boards will be made with removable panels so that while one set is being dis-

played a new set of panels will be in preparation. They will not be more than 14 inches wide, will be nicely painted and kept in fine condition. We shall display book covers, post cards and all kinds of book news that we believe will interest people. A constant invitation to come in and browse will be prominently displayed."

On the outdoor bulletin board of the Hathaway House Bookshop in Wellesley, Mass., book jackets, large posters and brief notices are posted. There are also two bulletin boards inside the shop, one beside the desk where the customers write checks, on which are usually placed clippings from the *New York Times Book Review* and announcements, and one beside the cashier's desk which carries announcements of lectures and events of interest to the community. "It is hard to know whether these bulletins actually make sales," Geraldine Gordon says. "We only know that people do stop to look."

Besides those already noted there are other uses for bulletin boards. Many shops use them to stimulate interest in books that are not yet published, soliciting advance orders on titles which are going to be in popular demand. Elise Noyes uses this type of bulletin display on a partition end in her Stamford Bookstore. She found it very successful in the case of Arnold Bennett's "Journal" recently. Other booksellers use the boards mainly to keep their clerks informed. Stewart Kidd in Cincinnati and Burrows Brothers in Cleve-



*This outdoor board is but one of three bulletin boards used by the Hathaway House Bookshop in Wellesley, Mass.*

land both find this very helpful to their sales people.

Nearly every bookshop with a circulating library has some sort of bulletin for the use of library patrons. In the Double-day, Doran Book Shop in Philadelphia, Ken McCormick pastes up on a light cardboard each week reviews of new books and of books that are good but that haven't received as many or as prominent notices as some. This is set up near the library shelves. "We found the customers picked it up and sat down to read it through," Mr. McCormick reports, "or carried it to the shelves and picked out titles, referring to

the bulletin. It helped 'pull' a lot of odd books." H. S. Hutchinson & Co., in New Bedford, uses jackets cut down to proper size as advertising material for its library bulletin, changing it approximately once a week.

Booksellers who have not used bulletin boards might do well to try out this way of creating an added interest in books. Whether or not actual sales can be traced to the notices that are posted, it will usually be found that they will be read by numbers of customers. After all, sides of barns are not painted with ads for Liver Pills for no purpose.

## Foreign Marketing

V. B. Kaylor

*President of International Booksellers, Inc.*

"BOOKS TO ARGENTINA?" appearing in the February 27th issue of the *Publishers' Weekly*, told of a project called America-South-of-U. S. launched by E. W. Ames to create a South American market for books of American publishers. Mr. Ames had traveled frequently to South America, knew the languages, book reading tastes, libraries and dealers, and undertook to develop a systematic plan for taking the needed American books to South America and bringing books from there to American libraries.

In 1927 when Mr. Ames' health broke down, I took up where he left off and after five years experience have learned much about foreign marketing.

A few adventurous publishers had financed Mr. Ames' trip. The returns were too slow, but Mr. Ames had started something. South American booksellers were groping for a suitable contact with American publishers. To place one order for all books with a concern specializing in foreign shipping simplified the problem for them.

Bookselling of this sort is not easy. You cannot apply to it the methods of merchandising used in the United States. Distance must be taken into consideration and

a knowledge of foreign postal and customs regulations is essential.

It has been the opinion of many that the expenses of conducting the export end of bookselling are prohibitively high, taking into account packing, freight, duties, deliveries, etc. On the contrary, it actually costs less to ship books from New York to a foreign country than to any part of this country west of the Mississippi River. It costs approximately fifty per cent more to ship books to San Francisco than it does to Buenos Aires. The cost of packing for export is the same as it is for domestic shipments. We have never heard of a foreign customer paying duty on our books. Of course that does not mean that in some instances and in some countries an import duty has not been paid, but I believe that as a general rule, as the result of the manner in which we declare and route our shipments, the books are admitted duty free and free of delivery charges at the other end. In the event of a large shipment to one address, which would involve the payment of clearance and delivery charges by the consignee, we figure out in advance the cheapest way to effect delivery and route the shipment accordingly.

Therefore the practical difficulty of placing books in Argentina, or any other foreign country for that matter, is not one of expense in operation, slow steamer connections or price comparisons, but rather the lack of information in the office of the average American publisher as to what the foreign bookseller needs and the inability of any one publisher to supply him with information in his own language on subjects of interest to his customers.

I'm frank to admit that while I have learned quite a little about the exporting of books, the ramifications keep me stepping. We have had to scrap our plans and make new ones regularly to meet ever-changing conditions. We have had to put aside some of our theories and take on those of our foreign customers. In the beginning we sent the catalogs of all American publishers, with a special letter in the language of each country. That seemed a good plan, but it brought to light the fact that while some of the booksellers can read and write English, they prefer to think in their own language. The catalogs were difficult to absorb, but the letters they understood and we were deluged with requests for lists with prices on books and magazines relating to architecture, archaeology, agriculture, biology, business administration, building, finance, history, industry, medicine, psychology, religion, sociology, science, etc., etc. Only in rare instances is the call for novels. They prefer fiction in their own language or French.

There is a demand for books, particularly in Latin-American countries and that demand is increasing and worth developing. At the start, our efforts didn't appear to be justified by the sales, but by 1929 International Booksellers, Inc. was doing a substantial business in books and periodicals. We turned over the discounts allowed us for export and charged the South American dealer a commission for service. But if they could get these discounts direct from the publishers, why should they pay us a commission? Hot after this thought many of them went direct to the publishers. We had advertised the publishers so well that it looked for awhile as though we had lost all of our customers. There has been quite a thrill in having them come back, one by one, glad to pay a commission for service.

Service is the most important factor in

obtaining foreign orders, and service means giving the foreign bookseller what his customers want. The book may be out of print. It may be a government pamphlet, a magazine article or a privately printed leaflet. He often sends orders containing incomplete titles, cannot give the author's name and isn't sure of the publisher. If you get an order asking for a copy of "Buried Men," it requires a wide stretch of imagination to assume the call is for "Giants in the Earth." It also requires considerable research to make up lists of books and articles on such subjects as the Fumigation of the Cocoa Bean, the Manufacture of Oakum, the Manufacture of Oil from the Castor Bean, the History of Cigarettes and their Manufacture and a great deal of time to locate out-of-print books on such subjects as Negro Slavery in the United States, Economics of Railway Operation, Wild Animals in Africa, and many others.

It requires, too, a peculiar sense of humor to accept as part of a book order, calls for packages of Lux, Lifebuoy soap, dress patterns, hair dyes, test tubes, holy water, playing cards, calendars, clocks, candles, dentists' supplies and quite recently, a set of store teeth, the mould for which came with the book order. What have these things to do with books? To curtly write we are booksellers and cannot deviate from our commodity, would lose us a customer. I have taken time off in my lunch hour to shop around for a dress exactly like a picture clipped from a magazine. When told by the manufacturer it was advertised in a foreign magazine a year back and now obsolete, I have searched until I found a dress near enough like it to fill the order. To the South American bookseller, such requests are perfectly reasonable since it is quite often the case, that he will carry not only books, but Mellon's food, typewriters, fountain pens and stationery. He gives his customers what they want and sees no reason why we can't do likewise.

We have, of course, with tact and courtesy eliminated such articles from the book picture where we can. But the idea of service works both ways, because the booksellers to whom we supply the books of American publishers supply us with the foreign books we require for our customers here—the romance departments of colleges, the law libraries of universities, libraries



of museums, public libraries, industrial libraries, the Congressional Library and the Library of the League of Nations as well as many individual collectors of current and out of print publications obtainable in foreign markets. We can afford the gesture, on occasions, of shopping around for what the South American bookseller requires when he in turn goes out of his way to obtain for us material not in his own stock.

With the exchange of books and the exchange of courtesy, we have built a solid foundation for the distribution of American books to foreign countries and the distribution of foreign books to the United States. There is a tremendous need for the work we are doing. It has not been easy. But we have no doubt of the existence of this foreign market. It is there. All it requires is the spirit of adventure, a bit of courage and a love of the game.

## Selling Books Through Books About Books

Thelma Browne Ziemer

### *How Part of Your Stock Itself Can Act as an Added Salesman*

THE PENETRATING BOOKSELLER will detect in his browsers today a different attitude from that of a year ago and three years ago. Three years ago we sold the new books; the cry was for the latest, the just published. One year ago and even six months ago the cry was still for the latest, but not just the latest; the book must be diverting, cheerful as well as new. Today the bookseller will observe that his browsers and occasional buyers are groping; they have more or less resigned themselves to the present conditions and realize that they must buy fewer books.

Just what these people wish to buy is often a question in their own minds. They want to read, they want to own a few books. But they no longer want to buy the newest novel which everyone is talking about. They come in the shops and browse, talk much more than they used to, having more time to talk, and fumble around trying to find out what is worth buying. Many of these people do not read the book reviews, for they cover only the new publications. They would not buy a history of American or English literature; that would be too much like a text-book. But they do want to buy worth-while books. They want their money's worth.

The bookseller has an excellent opportunity to promote the sale of standard lit-

erature, the best opportunity he has had in years. In recent years it has been extremely difficult to interest the casual browser in time-tested literature. Such books as are included in formal histories of literature had been recommended at some time or other in school or college; and the majority of people still fight shy of books recommended by school teachers, because they were presented as assignments, not as enjoyable reading.

There have been many very good "books on books" published within the past two years which have had fairly small sales. Yet they can form the backbone of the really alive bookshop, by being silent, unobtrusive salesmen.

Into our shop within the past three weeks have come two people who have proved our point. One was a young man who had been through the war, read all the post-war disillusionist novels and many of the contemporary analyses of modern civilization. He found us ready listeners and after three visits revealed, quite unconsciously, that he was groping for a revaluation of his standards of literature. He had read the usual early New England literature as taught in college; and he had read the modern sophisticated novels. He wanted to have a general "feel" of American literature so as to form his own opin-

ions of the modern novels. But he did not know how to approach such a quest. The first book we sold him was Ludwig Lewisohn's "Expression in America," and when he had read half of the book he came in and ordered three books which heretofore he had considered as school books. Lewisohn had awakened in him an interest in one particular phase of American literature.

While still engrossed in the perusal of that study he bought, upon our recommendation, Edmund Wilson's "Axel's Castle" to shed a bit of light upon the modernists. As a result he bought Gertrude Stein's "Three Lives" and has left an order for James Joyce's "Dubliners." Heretofore he had considered Stein as an idiot and Joyce as obscene, having read only snatches of them. Now, as he explained to us, he knows which books of these two authors he must read before he dares again to express his opinion of the authors.

The other customer who has responded to the incentive is the middle aged wife of an artist. With only a high school education, and her children grown up, she feels that she has read enough of popular novels and that she should read books which have lived. She told us that occasionally some of her husband's friends mention some classic and she is always embarrassed because she has read none of the standard

books. She has revealed that she can be easily inspired by another's enthusiasm and as she couldn't, at this late age, hope to read all the "good old things," she wanted to know of those books which were worthwhile and at the same time enjoyable. We sold her Arthur Machen's "Hieroglyphics" and Christopher Morley's "John Mistletoe" and warned her not to sit down to read either without first having a pad of paper and pencil handy.

"Hieroglyphics" resulted in a list of four books; "John Mistletoe" she hasn't yet finished but has made quite a list from it already. She is of very limited means, but wants to buy as many of these books as possible as she likes to read her own books and underline them as she goes. She has given us the list, asking us to get the books in editions as inexpensive as possible, and to send her one a week, all that she can afford. We have found most of them in dollar and two dollar editions, and have made a good friend of her.

These are only two instances; we could mention others. But when anyone comes in and looks around without seeming to find anything appealing, we steer them to that particular shelf of "books on books" and then leave them until we feel it is the right moment to approach them with suggestions.

This is just a partial list of the books we always keep in stock on this shelf:

- V. F. Calverton: "The Newer Spirit." Liveright.
- A. C. Doyle: "Through the Magic Door." Doubleday.
- F. M. Ford: "The English Novel." Lippincott.
- J. L. Lowes: "Of Reading Books." Houghton.
- L. Lewisohn: "Expression in America." Harper.
- A. Machen: "Hieroglyphics." A. A. Knopf.
- C. Morley: "The Haunted Bookshop." Doubleday and Grosset.
- C. Morley: "John Mistletoe." Doubleday.
- R. West: "Strange Necessity." Doubleday.
- T. K. Whipple: "Spokesmen." Appleton.
- E. Wilson: "Axel's Castle." Scribner.
- V. Woolf: "Common Reader." Harcourt.

## BOOK STOCK CONTROL CARDS

### Fill in the record, and file promptly

This is a part of a regular service which comes to you through the co-operative activity of publishers. The AMERICAN BOOKSELLERS ASSOCIATION as well as individual firms in the Booktrade has organized and urged the establishment of this book information and stock control card plan. Your own careful use will prove profitable to your business. Comments solicited.

**R. R. BOWKER COMPANY  
NEW YORK**

*Booksellers will begin to receive their stock control cards for the fall lists this week. We reproduce here the front and reverse of the envelope in which the cards will be mailed. Be on the look-out for your set! Systematic use of these cards as recommended by the American Booksellers Association will prove both practical and profitable. The cards themselves, as has been announced before, besides carrying space for stock records will contain all the necessary information concerning the titles, subjects, market, price, publication date and author's previous record.*

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Subject to individual use as necessary, the best method of filing these cards is BY PUBLISHER, subdivided under classification, then alphabetically by author. The cards of each publisher should be divided into (a) books ordered and stocked, (b) books not ordered or continued in stock.

The stock control record side of the card provides space for systematic record of the book beginning with original order, date and discount, and with space providing for continuous record from month to month at least. This is the way to stock control. It is recommended by booksellers as practical and profitable—Use it.

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You will receive cards regularly and continuously and as far in advance of publication date as possible. Are you using them?



# THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leyboldt

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July 23, 1932

**I** HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —BACON.

## Steadying the Booktrade

IN THE LEADING EDITORIAL in the New York Times last week, headed "Steadying the Booktrade," there was favorable comment on the many efforts that are being cooperatively made between publishers and booksellers to improve the general situation and to work jointly together for bettered conditions. That the press should have found occasion to discuss this new aspect in trade matters which is evident to everyone in the industry is indeed a favorable sign, and, as the technique of joint activity develops, both the press and the public will be increasingly aware that the booktrade, suffering like every industry from the lowered distribution, is spiritedly working to lay foundations for its future.

It is not to be forgotten that the American booktrade at its peak two years ago was not distributing more than about one book per capita for home libraries, or perhaps five books per year per family. With such a small distribution and with our schools giving increasing emphasis to general reading, why should we not be on the brink of new developments in book reading and book ownership?

In the past few weeks there has been a steadying in all commodity markets and

some up curves, possibly indicating that the bottom has been reached. If liquidation has been completed industry will feel that it knows the basis on which it must now build. As it rebuilds, speed will be increased in proportion to the strength of the distributing and retail machinery. The production capacity is adequate. Let producer and retailer concentrate on markets.

## English Output Exceeds Ours

WHILE AMERICA is studying its output of books and wondering whether it could not achieve greater stability in bookstores if the output was cut down, England seems to be going ahead with almost twice our output. In fiction, for example, the record of new titles in the *Publisher and Bookseller* of London for the six months was 2576 as compared to 1022 in the United States. The record of new editions shows a proportionately large figure. Children's Books, which in six months have shown a decided decrease in America, in Great Britain show a total of 560 with 153 new editions. A great part of the fiction in England goes first into rental libraries, then promptly into reprints, but there are no children's rental libraries, and this output which would be in our country very large, indeed, has to be absorbed through general channels.

## Books to Argentina

THE UNITED STATES leads other countries in the quantity of books exported to Argentina, though not in the value of these, according to statistics lately received through Government sources. These statistics throw light on the discussion of the possibilities of increased book exports to Argentina contained in an editorial in the *Publishers' Weekly* of February 27th. Great Britain ships about one-third as much as we do in quantity with a value of 50% of ours.

The American colony in Buenos Aires numbers 3,400 in the last census with 50,000 to 60,000 other English-speaking people. Generally speaking, American books that are best sellers in Argentina are probably the same titles as those which are best sellers in the United States. American exporters are handicapped by the fact that dealers in Argentina are more accustomed to the paper-bound books of Europe.

The Carnegie Foundation is this year sending 2,000 selected books to the Instituto Cultural Argentino Norte Americano, commonly known as "Icana," in order that that institution can see what it can do toward selling these books. It may prove that the books which would do much toward enhancing the appreciation of North American culture in Argentina would not be the ones which the dealers could do best with in popular sale. These books from the Carnegie Foundation will supplement a similar collection sent a year ago by the American Chamber of Commerce.

### The Too Exuberant Press Release

THE ANNOUNCEMENT RELEASED last week of a new publishing enterprise engineered by Sidney M. Biddell which would extend to newsstands the distribution of books similar to the plan already tried out in cigar stores was interesting because typical of many recent efforts to fit books to the particular characteristics of the outlet involved. When there came to exist a ten cent outlet, somebody fitted books to that, and, the more successfully they fitted them to a particular type of demand, the more consistently they sold. Again the cigar store customer was tried out, and it was found that fifty cent mystery stories were best suited for this type of outlet. If, now, good books can be made to compete directly with the fiction magazines on the magazine counters and these can be put out on a returnable basis like magazines, with the amount of returns kept down to a reasonable sum, another experiment will have proved its case.

It is characteristic of the present-day interest in the mechanics of distribution that the story of such an experiment should get news space in the metropolitan papers. It ought to be pointed out, however, that it is decidedly unfair to the general book situation to include in such a story comparative references to other types of business, to the detriment of the latter. The public's interpretation of the statement that "these books are physically equal to the usual \$2 book and are written by established authors of a large and popular following" is not in accordance with the trade's inside understanding of such a description. The first book to be put on sale through this

outlet is one by Rufus Gillmore, the second is by Van Wyck Mason, the third by Will Levinrew. These are authors who perhaps have a large following in periodicals but are not considered as "established authors of popular \$2 books"; neither are the books physically comparable to the type of book-making used on the better class of fiction. The public is confused enough about book distribution without adding to the complication. Let's play fair in press releases.

### Library Book Funds Curtailed

THE PUBLISHERS' ASSOCIATION has been making a fresh study of the public library appropriations in an effort to obtain an estimate of the effect of the curtailed library appropriations on the demand for books. Not all the figures can be had up to the present year, but a survey of fifty widely scattered and diversified libraries indicates a very varied situation as to appropriations but clearly shows that with the lessened appropriations the book funds are suffering badly. In some libraries the reduction is very small, as little as four per-cent. Others like that of Columbus, Ohio, have had a complete cancellation of book buying funds. Detroit, Grand Rapids, Atlanta, San Francisco, Sacramento, Hartford and Washington, D. C. are others that show a very sharp reduction of the amount available for books.

The same survey has brought together interesting estimates of the proportion of the 1931 funds that were spent for the different classifications of books, the average of the fifty libraries being 26% for fiction, 42% for non-fiction, 32% for juveniles. In fiction the highest percentage is 40% and the lowest 7%. In non-fiction the highest is 79% and the lowest 21%. In juveniles high is 48% and low is 14%.

### Women's College Libraries

SEVEN OF THE large women's colleges of the East have joined forces to call attention to their needs and six of the seven need libraries or additions to their libraries. Bryn Mawr, Barnard, Mt. Holyoke, Smith, Wellesley and Vassar. Only Radcliffe has sufficient library space. If public buildings are to be constructed, here is increased evidence that libraries are among the first needs.

Weather  
Bright

# P. W. Form-Sheet

## Neck and Neck

### SOME BEST SELLERS OF THE WEEK

- |   |   |
|---|---|
| THE FOUNTAIN. By Charles Morgan. Knopf, \$2.50.                           | The big moneymaker at most tracks.  |
| BENEFITS RECEIVED. By Alice Grant Rosman. Minton, Balch, \$2.             | Ran away with the stakes in Boston, Chicago, and St. Louis, according to leading stores' reports to the <i>N. Y. Times</i> .                  |
| THE RUEFUL MATING. By G. B. Stern. Knopf, \$2.50.                         | Finished fast in many large stores in all parts of the country last week.   |
| THE STORE. By T. S. Stribling. Doubleday, Doran, \$2.50.                  | Runner-up to "The Fountain" at the N. Y. Doubleday, Doran shops last week.  |
| UNDERTOW. By A. Hamilton Gibbs. Little, Brown, \$2.50.                    | Appears on many best seller lists of N. Y. stores, second to "The Fountain" in three New Orleans stores.                                      |
| WHAT WE LIVE BY. By Ernest Dimnet. Simon & Schuster, \$2.50.              | Headed last week's non-fiction at Womrath's in N. Y. The choice of Philadelphia and San Francisco in non-fiction by the <i>Times</i> reports. |
| THE EPIC OF AMERICA. By James Truslow Adams. Little, Brown, \$3.75.       | Heads the non-fiction lists of stores in Boston and Chicago.  |
| A NEW WAY TO BETTER GOLF. By Alex Morrison. Simon & Schuster, \$2.        | Still the sweepstakes winner at the N. Y. Doubleday, Doran stores.  |
| ONLY YESTERDAY. By Frederick Allen. Harper, \$3.                          | The American News Co. non-fiction best seller.  |
| TWENTY THOUSAND YEARS IN SING SING. By Lewis E. Lawes. Long & Smith, \$3. | The ranking non-fiction book at the Morris Sanford Co. in Cedar Rapids and Loeser's in Brooklyn.  |

## Betting Favorites

- |  |   |
|--|---|
| PIGEON IRISH. By Francis Stuart. Macmillan, \$2.                                       | A true dark horse that is drawing to the front with the help of marvelous reviews. Second best seller in fiction at Brentano's in N. Y. |
| THE BEST AMERICAN LOVE STORIES OF THE YEAR. Ed. by Margaret Widemer. John Day, \$2.50. | Showed speed at Dutton's in N. Y.   |
| HAPPINESS HILL. By Grace Livingston Hill. Lippincott, \$2.                             | Third on the American News Co. list of best selling fiction.  |
| A DAGGER IN THE DARK. By Walter F. Eberhardt. Morrow, \$2.                             | Detective story fans are buying it at Putnam's in N. Y.   |
| SECRET SENTENCE. By Vicki Baum. Doubleday, Doran, \$2.                                 | Went into a second printing before publication. Running third in fiction in New Orleans.  |
| THIRTY YEARS IN THE GOLDEN NORTH. By Jan Welzl. Macmillan, \$2.50.                     | Relieving the heat wave in first place at Brentano's in N. Y. and second in three New Orleans stores.                                   |
| SONS OF THE WILD JACKASS. By Ray Tucker and Frederick R. Barkley. Page, \$3.           | Nevertheless they run ahead of the best horses in Washington stores.  |
| MACHINES AND MEN IN RUSSIA. By Louis Fischer. Smith & Haas, \$2.50.                    | Ran a good race at Brentano's, N. Y.  |



## P. W. Form-Sheet

Track  
Fast

## At the Post

- LITTLE GIRL LOST. By Temple Bailey. Penn, \$2.
- KEEPER OF THE KEYS. By Earl Derr Biggers. Bobbs-Merrill, \$2.
- NOTHING BUT WODEHOUSE. Doubleday, Doran, \$2.39.
- A WOMAN OF THE SHEE. By Donn Byrne. Century, \$2.
- THREE FEVERS. By Leo Walmsley. Knopf, \$2.50.
- BERLIN. By Joseph Hergesheimer. Knopf, \$2.50.
- THE COMING OF A NEW PARTY. By Paul H. Douglas. Whittlesey House, \$2.
- THE OMNIBUS OF SPORT. Ed. by Grantland Rice and Harford Powel. Harper, \$3.50.
- ARE YOU A GENIUS? By Robert A. Streeter and Robert G. Hoehn. Stokes, \$1.
- A romance to give some brisk competition.
- Charlie Chan solves the mystery of the death of an opera singer who had four ex-husbands.
- Sell it to customers who want to catch up on their Wodehouse during vacations, or those who need to be introduced to him.
- The author planned this volume before his death.
- A first novel personally recommended by Mr. Knopf. Warren Wright at Putnam's store is for it, too.
- The author's personal impressions of Berlin, Munich, Eger, Vienna, and Budapest.
- A Professor of Economics at the University of Chicago outlines a program for a liberal political party.
- Forty short stories by well-known writers, news stories, and poems.
- Tests for the mentally agile.

## Dark Horses

- RE-ENTER SIR JOHN. By Clemence Dane and Helen Simpson. Farrar & Rinehart, \$2.
- A GOOD MAN'S LOVE. By E. M. Delafield. Harper, \$2.50.
- JENNY NEWSTEAD. By Marie Belloc Lowndes. Putnam, \$2.
- THE BURNING BUSH. By Sigrid Undset. Knopf, \$2.50.
- MRS. TAYLOR. By Marjorie Worthington. Knopf, \$2.
- THREE SHEET. By Tiffany Thayer. Live-right, \$2.50.
- HOT WATER. By P. G. Wodehouse. Doubleday, Doran, \$2.
- WHEN THE GANGS CAME TO LONDON. By Edgar Wallace. Doubleday, Doran, \$2.
- CROSS WORD PUZZLE BOOK: SER. 25. Simon & Schuster, \$1.35.
- TWIN LIGHTS. By Sara Ware Bassett. Penn, \$2.
- Aug. 4. "Enter Sir John" sold 10,000 copies.
- Aug. 10. A popular author who will race under the Book League silks.
- Aug. 12. Like her famous "Lodger" which has sold nearly a million copies, this is based upon a real criminal case—the "brides of the baths."
- Aug. 15. Carrying on the story of "The Wild Orchid," which sold 20,000 copies. A heavy promotion campaign is planned.
- Aug. 15. The story of a female Babbitt.
- Aug. 15. A story of the one-night-stand show business. "A sure best seller and big best renter," says *The Retail Bookseller*.
- Aug. 17. From 15 to 25 thousand is the publisher's estimate.
- Aug. 17. Doubleday says over 30,000 on this new Wallace.
- Aug. 18. You know how to sell it.
- Aug. 19. A romance of the past and present in the story of two New England spinsters by the author of "Bayberry Lane."

## Customers' Choice

ANYONE WHO BELIEVES that window displays do not sell books should drop in and see Frank X. Howard of Duttons, Inc., on Fifth Avenue in New York. Mr. Howard specializes in displays and he makes them pay. Earlier this spring a window devoted to "Peril at End House" sold 250



*Johnson's Bookstore in Springfield, Mass., built this graphic window display around Irving Johnson's "Round the Horn in a Squarerigger" (Milton Bradley)*

copies of that mystery. Lately almost 70 copies of "Across the Gobi Desert" went across the counter as a result of another display. And seventy copies of a \$5 book these days is slightly better than a drop in the bucket. This week Mr. Howard made a display of Gordon Grant's "Greasy Luck" (you'll see a picture of it on the page opposite) using models made by Mr. Grant himself as well as originals of the drawings for the book. We went up to see it at noon of the first day it was in and discovered that four copies had already been sold that morning. And "Greasy Luck" is another \$5 book! It is published by William Farquhar Payson, and William Morrow & Co. are acting as sales agents.



Mr. Howard finds in the constant sale Duttons, Inc. has for "Captain Archer's Daughter" evidence that the public is turning away from the sex-novel to something less titillating and more satisfactory for the whole family to read. He says there would be fewer books in the cigar stores if the quality of books were raised. A point, we imagine, that can be granted.

Booksellers in New York are cheering the fall lists. They feel the lists show much more selection than heretofore and that they are stronger. As one harassed person put it "If we can't sell these fall books we might just as well fold up." Sales for "The Fountain" and "Rueful Mating" would seem to indicate that it *will* be possible to sell some books this fall. One or two of the fiction titles that are being hailed with especial joy are "Inheritance" by Phyllis Bentley (Macmillan) "Three Fevers" by Leo Walmsley (A. A. Knopf) and "Big Business" by A. S. M. Hutchinson (Little, Brown).



A pair of love birds has been drafted to sell books for the Putnam Book Store in New York. They sit in the window, in a cage, and bill and coo all day long. Behind them on a black back-drop jackets of the book spell out "R-U-E-F-U-L M-A-T-I-N-G." A card divulges that "Mr. and Mrs. Alfred A. Knopf announce the marriage of Miss Halcyon Day to Mr. Eden Herring" and a framed copy of the publicity broadside sent out before publication with an illustrated news story about the wedding adds a note of reality. Around the edge of the window is a bright border made by opening copies of the book to the colorful end sheets. It's striking.



One of the problems faced by Putnam's as a retail bookshop is that of getting the attention of the passersby on Fifth Avenue one hundred feet away. Frank Magel has now accomplished this most successfully. A new store sign has white raised letters on a jade green background, above it is a row of imitation box trees and below on the sidewalk are four more. All this green pleases the eye and fixes attention.



When a shop reports best sellers that aren't the same as those from every other shop in the country we are immediately interested. The Charlotte Bookshop in North Carolina is one we've heard from

this month. There the two fiction titles that lead the list are "Magnificent Obsession" and "Call Home the Heart." Word of mouth advertising is what does it, Elizabeth Chambers Holt says. The shop has sold more copies of "The United States in World Affairs" than any other book, fiction or non-fiction, since it came out.



The Morris Sanford Company in Cedar Rapids, Iowa, alert for "plus" sales, often sells "The Art of Thinking" to customers who come in for Abbé Dimnet's new title "What We Live By." At this store "The Fountain" has been the one bright spot in fiction sales, many of the customers who were among the first to buy it coming in again and again to get copies for their friends.



In *Doubleday's* "Nothing But Wodehouse" published last week there is an appeal to the "odd-price" psychology that will bear watching. The book retails at \$2.39, instead of the conventional \$2.50. *Stokes* plans to issue a mystery and a western at \$1.90 this fall and the *Norton* list contains books priced at 25 cent intervals.

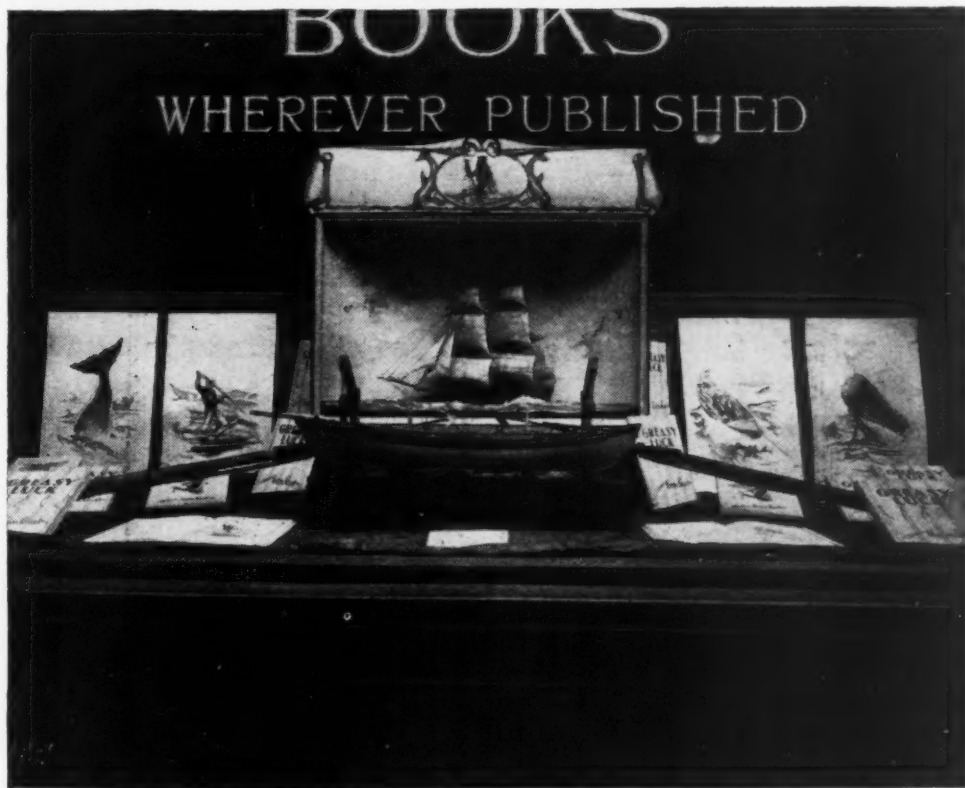
It will be interesting to see what attitude the public takes toward this pricing.



Winning the Hawthornden Prize seems to have boosted the sale of "Without My Cloak" in a number of shops. At the Dartmouth Bookstall in Boston this title started out very slowly, but it has recently picked up until it is one of the shop's best sellers. Two special items that have been very successful in this same shop are the special Garden Number of *L'Illustration* and "The Silver Horn" by Gordon Grant, a Derrydale Press book that, as Jean Sargent puts it, "has given added impetus to its own high quality by being a fine example of bookmaking."



Because many booksellers have felt that the title has kept many people who might have liked it from reading "The Rats of Norway" *Doubleday, Doran* has changed it to "It's a Pity about People" which is the title the dramatization of the novel carries. J. Keith Winter, the author, has left Majorca for London with plans for a new novel to be called "Curiously Planned."



Original drawings by Gordon Grant and the scale-model whaleboat constructed by the artist were used in this display of "Greasy Luck," designed by Frank X. Howard, for Duttons, Inc.



Oxford University Press announces for the fall a piece of contemporary fiction, the first to appear with an Oxford imprint outside of reprints in the *World's Classics*. The book is "Fanny Penquite" by Edith Saunders.



The Little Blue Books, which for many years were on the point of going from 5c. to 10c. a copy (but never did) are now selling 3 for 5 in the drug stores.

E. P. Dutton & Company have brought out a paper bound edition of "This Democratic Roosevelt" priced at \$1.00. They will still promote also the cloth bound edition published earlier by them at \$2.00.



The Britannica Bookshop ties up four attractive books with a colorful ribbon, puts a Week End or Bon Voyage card under the ribbon and sets the bundles in the window to attract the thoughtful giver.

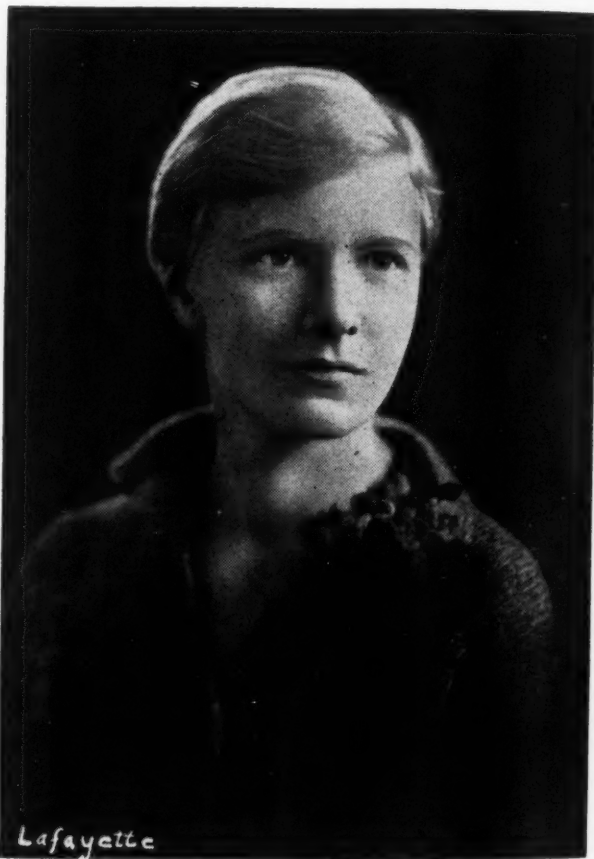
## In and Out of the Corner Office

IT IS NOT OFTEN that the retail salesman of books can create for himself a reputation which extends beyond his own clientele and beyond the confines of his own store leaving a lasting impression on the whole trade, and it will be with very genuine regret that the booktrade hears of the retirement on account of poor health of Will Solle of Kroch's. Mr. Solle has a remarkable gift of literary discrimination and a great talent for fitting the book to the person served. He is an indefatigable reader, and his opinions and enthusiasms are first hand and based on a wide catholicity of interest and a rare sensitiveness to good writing. He gave himself untiringly and unsparingly to his profession, and thousands of customers in the Chicago area and elsewhere relied with confidence on his opinions and suggestions.

Such standards of bookstore service as Mr. Solle's help to elevate the whole professional standing of the book business, and it is to be hoped that he may recover his health and return to the business to which he gave so lavishly of his strength. ✻ ✻ ✻

Max Miller, whose "I Cover the Waterfront" (Dutton) is one of the surprising successes of the season, arrived in New York from San Diego Saturday, July 16th, to take over Heywood Broun's column on the *World-Telegram* while Mr. Broun is on vacation. ✻ ✻ ✻

In order to devote her time to writing, Blanche Colton Williams has resigned as chairman of the O. Henry Memorial Award Committee after serving in that capacity for 14 years. The awards will be continued, but the new chairman has not yet been selected. ✻ ✻ ✻



Beatrice Curtis Brown, daughter of the literary agent, Curtis Brown. Miss Brown's first novel, "For the Delight of Antonio," will be published July 27 by Houghton Mifflin

Robert Innes Center has joined the staff of the Bobbs-Merrill Company as editorial advisor. ✻ ✻ ✻

John Frenyear is now representing Live-right, Inc., in the southern territory. ✻ ✻ ✻

Shipping and billing for the firm of Thomas Nelson's Sons, is now being handled by the Publishers' Shipping & Service Company. ✻ ✻ ✻

## George W. Jacobs Emphasizes Remainder Plan

FURTHER EMPHASIS is being laid on the remainder problem and a possible solution to it by George W. Jacobs of Philadelphia, who has recently sent to all the leading publishers a letter urging them to consider his plan for the disposal of remainders which was printed in the April 16th issue of *Publishers' Weekly*.

"The remainder problem is still with us and is just as acute as ever," the letter states. "If you have not already read it and given it serious consideration, may I suggest that you read my article in the April 16th issue of the *Publishers' Weekly* and determine whether, in your opinion, this is not the best solution of the remainder problem that has so far been suggested. This may sound egotistical but I have no illusions. It is offered simply as a practical solution of a perplexing problem.

"It has two outstanding features:

1. It enables each publisher to control his entire stock of remainders.
2. It enables the bookseller to concentrate on remainders for two specific periods of the year and leaves him free the other ten months to devote his entire time to the sale of new publications at full prices.

"From a practical business standpoint, I commend the suggestion to your very serious consideration."

## A Short Book List on the Stars

SUMMER IS THE TIME when the layman is most likely to become interested in the stars, and a short list of worth-while books on astronomy can be quoted from an article by W. Maxwell Reed in *The Horn Book* published by The Book Shop for Boys & Girls:

"Signals from the Stars" by George Ellery Hale, *Scribner*, \$2

"The Universe from Crystal Spheres to Relativity" by Frank Allen, *Harcourt*, \$2

"The Mysterious Universe" by Sir James Jeans, *Macmillan*, \$2.25

"Stars and Atoms" by A. S. Eddington, *Yale*, \$2

"Starlight" by Harlow Shapley, *Double-day*, \$1

"The Stars for Sam" (the popular book by the author of the article), *Harcourt*, \$3

## Printers Seek Further Wage Negotiations

TYPOGRAPHICAL UNION No. 6, of New York City, on July 18 opened up the possibility of agreement on the wage dispute which has been carried on for a number of months through a letter written to the newspaper publishers asking for another conference to resume negotiations for a new agreement. This followed a rejection the day before of a proposal of the Publishers' Association to submit the wage scale to arbitration. The union's letter was received by the Publishers' Association on July 18 and a committee meeting was immediately called to consider the request. Pending negotiation of a new agreement, the agreement which expired July 1 will remain in effect under a continuing clause. The union is seeking a \$3 weekly increase which the publishers have opposed.

Unlike the case in most cities newspaper printers and book printers in New York are members of the same union. Thus the proposed negotiations are of interest to all book publishers who have their typographical work done in New York City.

## Dutton Announces "If You Were a Publisher" Prizewinners

Prizewinners have been announced in the E. P. Dutton & Co. "Black Magic" contest, in which the public and trade were invited to select from the Dutton spring list books that each contestant thought should have been published, and to forecast the titles on the list which would show a commercial profit. For the most accurate list and the best accompanying letter Adele E. Michael of Yonkers, N. Y., was awarded the first prize of \$50 in books. Fifteen persons who came the closest to accuracy in forecasting the profitable titles were awarded \$10 in books apiece.

Twelve hundred and fifty contestants participated in the contest. It is interesting that only 17 out of that number were able to select 40% or more of the successful books, while there were only 28 who were able to select 25% or more. The publishers report "Hospital," "Marietta" and "Honeyflow" at the head of a list of 17 titles which were their most successful and profitable books.

## The Britannica in Sections

AN INTERESTING EXPERIMENT is being tried by the Encyclopaedia Britannica Company in making groupings of some of the important articles on outstanding subjects in the recent edition of the Encyclopaedia and putting these in separate bound form so that they are available for public and school libraries as well as for individuals. The page is, of course, the same size as that of the Britannica, all the colored and half-tone plates are included, which means about two pages of illustrations for every page of text. The first volume so issued is on "Chinese Art." It is called Britannica Booklet Number 1. It contains seventeen different articles from volumes of the Britannica. Booklet Number 2 is on "Painting." This includes twelve different articles. Others under way cover such subjects as "Birds and Mammals," "Insects," "Architecture," "The Theatre," etc. Copies of these volumes may be had for \$2 in the paper binding and \$2.50 in cloth binding, which is strongly hinged for general use.

## Photo-Engravers Get Wage Cut

THROUGH THE DECISION of an arbitration board which had held under consideration the demand of the Publishers' Association of New York for a 20 per cent decrease in the wages of photo-engravers, a reduction of 12 per cent was announced on June 30th. This decision means that photo-engravers employed by New York newspapers would receive a wage of \$62.50 a week for the day shift and \$70 a week for the night shift. According to the judges the reduction was made on account of the drop in the cost of living and the necessity for general economic adjustment.

## Butler Stresses Peace

NICHOLAS MURRAY BUTLER's speech at Paris, which aroused echoes around the world, seemed really to be an announcement in presentation of the program for peace enforcement which is contained in the new book just issued from Harper called "Boycotts and Peace." The book contains the full text and final report of the Twentieth Century Fund Committee on Economic Sanctions, of which President Butler was the Chairman.

## Kansas City Booksellers Organization Effective

REPRESENTATIVE BOOKSELLERS of Greater Kansas City who organized February 6, 1932, for the purpose of promoting the welfare of the retail booktrade of that city have found the regular bi-weekly meetings which have been held since that time of great value in increasing cooperation and discussing trade problems, according to Otto L. Oelke, secretary-treasurer of the organization. Regular luncheon meetings are held on the first and third Wednesdays of each month, which are attended by sixteen members from twelve firms representing practically every type of book outlet in the city.

## Doubleday Sells World's Work

TWO MONTHLIES OPERATING in similar fields were amalgamated when the Review of Reviews Corporation took over the subscription list of the *World's Work* which has been published by Doubleday since 1900. *World's Work* was one of the first Doubleday enterprises, and Walter Hines Page came from the *Atlantic Monthly* to plan its scope and to edit it for thirteen years until he went as Ambassador to the Court of St. James's. Since that time it has been edited by Arthur W. Page, son of Ambassador Page, Russell Doubleday and others. The *Review of Reviews* was founded in 1890 by Dr. Albert Shaw, by whom it is still edited.

## Bookselling Classes Close

THE THREE WEEKS of the Columbia book-selling course came to an end yesterday, and Dr. Williamson considers it one of the most successful sessions of the six years since its beginning, the class having been a very interesting group from all parts of the country and a group willing to discuss and to contribute to the success of the course by bringing out the fruits of their own experience.

Besides the three hours of class work in the morning, a wide amount of general recommended reading was done as well as a great deal of visiting among the bookstores and booktrade centers of the town. Last week the group visits included the plant of the H. W. Wilson Company and the bookbinding establishment of J. J. Little & Ives.



## Morehouse Publishing Co. Elects New Officers

OWING TO THE DEATH of Frederic C. Morehouse, late president of the corporation, and Mrs. Lilian E. Morehouse, late assistant secretary, the personnel of the Board of Directors and the officers of the Morehouse Publishing Company were changed at a special meeting of the Board of Directors held July 1. The Board of Directors now consists of: Linden H. Morehouse, Chairman; Clifford P. Morehouse, Elizabeth P. Morehouse, Jane L. Morehouse and Herman F. Hake. Linden H. Morehouse also becomes president of the company, while Clifford P. Morehouse will take over the position of vice-president as well as that of secretary which he already held. Jane L. Morehouse is now assistant secretary, and Herman F. Hake treasurer.

## Bartlett's Closes; One of Boston's Oldest Bookshops

THE FAMOUS BARTLETT BOOKSTORE of Cornhill is being closed. It is one of the oldest shops in that famous booksellers' row. This leaves but four second-hand shops in the old street that was once lined on both sides with stores before the book-trade turned on to Washington Street and then scattered about the city. Bartlett's was founded seventy-three years ago by Nathaniel J. Bartlett and conducted after his death under the management of his son. A few years ago it was sold to the Lauriat Company, the famous Washington Street bookstore, which had managed it as a branch outlet.

## Correction

THE STATEMENT on page 2494 of the June 25th issue that the Hollywood Bookstore had been sold by O. B. Stade, former manager, to Mrs. R. L. Holmes was incorrect. The Hollywood Bookstore was purchased by R. L. Holmes from the former owner, Mr. Leonard, in 1926, and Mr. Stade, then employed in the store, was placed in charge as manager. Mr. Stade purchased a certain amount of stock in the company, but his total holdings never at any time exceeded 25%. He resigned from the store in April of this year.

## Peter Smith Acquires Cape & Ballou Titles

THE RIGHTS TO A number of books, formerly published by Jonathan Cape & Robert Ballou, have been purchased by Peter Smith, publisher, of 347 Fifth Avenue, New York City. Included in the transaction are:

Gorky, M. The Bystander  
Gorky, M. The Magnet  
Chaffee, A. Penn the Penguin  
Huxley, J. Ants  
Diller, A. The Story of Siegfried, illus. by Lynd Ward  
Rotha, P. The Film Till Now  
Read, H. Wordsworth  
Middleton-Murray, J. Son of Woman, the story of D. H. Lawrence  
Davies, W. H. Collected Poems  
Graves, W. S. Our Siberian Adventure  
Linklater, E. Juan in America  
Linklater, E. Ben Jonson & King James  
Duffield, M. King Legion  
Spratling, W. M. Little Mexico  
Lohrke, E. Armageddon, The World War in Literature  
Crozier, F. P. A Brass Hat in No Man's Land  
Erland, A. Life of John Keats  
Miller, H. W. The Paris Gun, an account of the German long-range gun that shelled Paris  
Richards, F. A Persian Journey  
Narratives of the Discovery of America by I. I. Young and A. W. Lawrence  
Lawrence, A. W. Classical Sculpture  
Strindberg, A. Easter & Other Plays  
Strindberg, A. Master Olaf  
Strindberg, A. Lucky Peter  
Lubbock, P. The Craft of Fiction

These titles are now available and may be ordered through Baker & Taylor Co., the American News Co. or direct from Peter Smith. List prices of all these titles remain as heretofore.

## Ireland Bans Again

AMONG THE books banned by the Irish Free State, according to the *Irish Official Gazette*, are "The Work, Wealth and Happiness of Mankind" by H. G. Wells, "The Invincible Adam" by George Sylvester Viereck and Paul Eldridge, and "The Week-End Girl" by Warner Fabian.

## New Oxford Dictionary

THE OXFORD UNIVERSITY PRESS, publishers of the celebrated "New English Dictionary," and its offspring, "The Concise Oxford" and "Little Oxford Dictionaries," will publish in the Spring of 1933 "A Shorter Oxford English Dictionary," containing over 2500 pages.

It is designed to make available in a cheaper, but not less authoritative, form the materials collected and sifted for the Great Dictionary and its Supplement. The work was begun by Dr. Little in 1902, and has been carried on since his death in 1922 by Dr. Onions and the staff of the Great Dictionary. One of the notable features of the "Shorter Dictionary" will be the inclusion of selected quotations with their dates, which will enable the reader to follow the historical development of the English language.

## Obituary Notes

### JEAN JULES JUSSERAND

JEAN JULES JUSSERAND, for 23 years French Ambassador to Washington, died at his home in Paris on July 18 in his 78th year. M. Jusserand was a man of letters as well as a diplomat and was known as the "literary diplomatist." He was a member of the French Academy, a member of the Institute, an honorary fellow of the Royal Society of Literature and many other learned societies. He loved America dearly and was in turn honored and respected by Americans through the administrations of five presidents. M. Jusserand was the author of many books of literary criticism, his best known work probably being "A Literary History of the English People" published in 1894. In 1916 M. Jusserand received the Pulitzer Prize of \$2000 for the best work of the year on American History, which was awarded for his "With Americans of Past and Present Days."

### FERGUS HUME

FERGUS HUME, British novelist, died at his home in Essex on July 13 at the age of 73. Mr. Hume was the author of 138 novels, chiefly detective stories. One of the first of these was "The Mystery of a Hansom Cab" written in 1887, which he sold outright for £50 and which sold half a million copies. His latest work was "The Caravan Mystery."

### WILLIAM V. PIPPEN, SR.

WILLIAM V. PIPPEN, SR., for fifty-eight years a bookseller in Baltimore, Md., died at his home in that city July 13 at the age of 73. Mr. Pippen was known and liked by generations of college students who bought their books from him and later sold them back to him. He was also a dealer in rare books and served many book collectors from all parts of the country.

### MRS. ALICE B. STEPHENS

MRS. ALICE BARBER STEPHENS, artist and book illustrator died at her home in Rose Valley, Pennsylvania, on July 14 after an illness of several weeks. Among the best-known of her illustrations were those for "John Halifax, Gentleman," "Middlemarch" and "Little Women."

### SOLOMON D. LOGIN

SOLOMON D. LOGIN, for 25 years associated with the medical book business, died June 27. Mr. Login was a member of the firm of Login Brothers in Chicago, dealers in new and old medical books, from 1908 until 1922, when he sold his share of the business to his brother, Samuel, and went to Philadelphia to start in business for himself. His last place of business was at 3721 Spruce Street, in that city.

## Communication

### SELL REMAINDERS THROUGH BOOKSTORES ONLY

Peabody Book Shop,  
Baltimore, Md.

July 13, 1932.

Editor, *Publishers' Weekly*:

I have just read with great interest the article entitled "Is the remainder problem really solved?"

To begin with, who has instituted this problem? No one else but the publisher. He is also to blame for the sale of remainders to anyone who had ready cash. Such speculators took advantage of these dark days of depression, rented corner stores, dumped books into illegal channels and slaughtered books. The psychology of prices lured people, and books were disposed of at any price. It was all very successful. More adventurers went into the field causing a greater paralysis.

Some publishers even printed remainders in order to continue to get more ready cash. The problem of remainders will always exist. However, I do believe that this problem can be regulated if remainders are disposed of through book channels only. If an office could be organized whose sole principle and efforts consisted of nothing else but handling remainders of all publishers—in other words, a central point to receive lists of publishers' overstock, this office to send out circular notes to the book-trade stating that this, that and the other books were still to be disposed of and could now be had for a price considerably less than the original price; if publishers would send out such lists stating quantity on hand and if the said Bureau were on the job, publishers would very readily find out the book dealers who would be interested in this enterprise. It would make possible publishers' disposal of surplus stock, and book dealers would have a chance in many instances to make up losses on stock which they have put on the shelves and which turned out to be deadwood.

SIEGFRIED WEISBERGER.

### Business Notes

BOSTON, MASS.—Bartlett's at 37 Cornhill will go out of business sometime in July.

BROOKLINE, MASS.—Mary Spaulding's Bookshop at 16-A Pleasant Street, was closed on June 15th. The business will be expanded at Mary Spaulding's Bookshop in Winchester.

CANTON, OHIO.—The Book Shop moved from 201 Sixth St. N. W. to 135 Sixth St. on July 1st.

GREENWICH, CONN.—R. M. and B. M. Fullerton have opened a bookshop at 27 E. Putnam Ave. under the name of Fullerton & Son. They formerly operated a store at 598 Madison Ave., New York. The shop will have old and rare books, fine editions and modern firsts.

LAKEVILLE, CONN.—The Book Salon was opened at the Ramblers Inn by Rose Ralbe in June. The shop has general books for sale, book discussion groups and a lecture service.

NEW YORK, N. Y.—James R. Canny has moved his shop from 5321 Roosevelt

Ave., Woodside, N. Y., to 754 East 222nd Street, New York City.

OAK PARK, ILL.—W. T. Smith has opened the Smith Book Service at 102½ South Marion St. The book store has general books for sale, a circulating library, magazines, greeting cards, and a subscription service.

ROCKPORT, MASS.—A new bookshop called The Mariners Bookstall was opened at 5 Main Street by Irene F. Neuman. It is a small bookshop with a circulating library and has "Bookmobile" delivery service.

ST. LOUIS, MO.—Conrad Witter's bookshop founded in 1830, and conducted since then by members of the family, has on July 1st moved to new quarters at 708 Pine Street. For 35 years the store has been located at 19 S. Broadway. This change is the fourth in 82 years.

SAN FRANCISCO, CAL.—The Ferry Circulating Library located in the Ferry Building was purchased in June by the Down Town Library of 90 Sutter Street, V. Erline, manager. The new acquisition will be continued as a branch library.

STOCKBRIDGE, MASS.—The Book Nook owned by Florence Bishop is now located at the Woman's Exchange. Mrs. George Breed is the new manager and Miss Bishop is the buyer.

WILLIAMSTOWN, MASS.—A. D. Bastien has purchased the bookshop of Wilton Ratcliffe-Graff at 72 Spring St. The business will be carried on under the new owner's name and the shop will have current books for sale and a circulating library.

### Changes in Price

ALFRED A. KNOPF, INC.

Willa Cather's "Obscure Destinies" has been changed from \$2.50 to \$2.00.  
Emma L. Brock's "One Little Indian Boy" has been changed from \$2.00 to \$1.50.

CHARLES SCRIBNER'S SONS

Prichard's "The Minister, the Method and the Message" from \$2.50 to \$2.00.

### NOTICE

If wanted a Title-page and Index for Vol. CXXI (January-June 1932) of the *Publishers' Weekly* will be mailed to subscribers on application.



# The Weekly Record

*Describes and Indexes the New Books of All Publishers in a Convenient Reference and Buying List for Bookstores and Libraries*

## Abdullah, Achmed

A romantic young man. 267p. D [c.'32] N. Y., Farrar & Rinehart \$2

A young man who cannot keep out of trouble finds romance and adventure in Paris, and later in Wal-lachia, a mythical kingdom.

## Anderson, Florence Bennett

Through the hawse-hole; the true story of a Nantucket whaling captain. 285p. il. O c. N. Y., Macmillan \$3

A biography of Seth Pinkham, captain of the "Dauphin," a Nantucket whaling vessel, during the first part of the 19th century, written by his great-granddaughter.

## Athearn, Walter Scott

The minister and the teacher. 287p. (bibl. notes) diagr. D [c.'32] N. Y., Century \$2

An interpretation of current trends in Christian education by the president of Butler University.

## Auerbach, Joseph Smith

De Lancey Nicoll, an appreciation. 125p. front. (por.) O '32 N. Y., Harper \$2

## Averill, Esther, and Stanley, Lila, eds.

Daniel Boone; historic adventures of an American hunter among the Indians; lithographs in colour by Fedor Rojankovsky. no p. Q [32] [Bost., Bookshop for Boys and Girls] bds. \$3.50

A picture book for young people, printed in France.

## Axling, William

Kagawa. 212p. D c. N. Y., Harper \$2

The first English biography of Kagawa, the famous Japanese statesman, social worker and Christian leader, written by an intimate friend and colleague.

## Ayres, Ruby Mildred [Mrs. Reginald William Pocock]

Love comes to Mary; originally entitled The Big Fellah. 319p. D (Popular copy-rights) [c.'31] N. Y., Grosset 75 c.

## Bailey, Cyril

Phases in the religion of ancient Rome. 349p. (bibl. notes) O (Sather classical lec-tures v. 10) c. Berkeley, Cal., Univ. of Cal. Press \$4

## Bailey, Temple

Little girl lost. 318p. D [c.'32] Phil., Penn \$2

The man Araminta loved told her she was not meant for marriage, so, in her loneliness, she turned to another.

## Balzac, Honoré de

Le curé de Tours; ed. by H. Stanley Schwarz. 307p. il., diagrs. S [c.'32] N. Y., Amer. B'k 96 c.

## Berkeley, Anthony, pseud. [Anthony Berkeley Cox]

The second shot. 320p. map D (Popular copyrights) [c.'30, '31] N. Y., Grosset 75 c.

## Biggers, Earl Derr

Keeper of the keys; a Charlie Chan story. 307p. D [c.'32] Ind., Bobbs-Merrill \$2

A detective story with a background of Lake Tahoe and Reno.

## Blain, Mary E., pseud. [Mrs. Mary Emma Salisbury Barse]

Games for all occasions; rev. ed. 247p. O [c.'30] N. Y., Grosset \$1

## Bliss, Adam, pseud. [Robert Ferdinand Burkhardt and Eve Burkhardt, Rob Eden, Rex Jardin, pseud.]

The Camden ruby murder. 314p. D (Popu-lar copyrights) [c.'31] N. Y., Grosset 75 c.

## Blodgett, Ruth Robinson

Home is the sailor. 349p. D [c.'32] N. Y., Harcourt \$2

A present-day novel of love that is laid in a Maine seacoast town which has retained its old-time at-mosphere of adventure and daring.

## Bordeaux, Mme. Vahdah Jeanne McQuaide

Duse of the beautiful hands; an imagina-tive life. 328p. D [c.'32] N. Y., Farrar & Rinehart \$2.50

An imaginative biographical novel about the famous actress, Eleanora Duse.

THIS LIST aims to be a complete and accurate record of American book publication. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place, not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from the title-page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case the word "apply" is used. When not specified the binding is "cloth."

Imprint date or copyright date is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

**Branom, Frederick Kenneth, and Ganey, Helen Marie**

The earth and mankind. 319p. (bibl.) il., maps, diagrs. O (Social geog. ser.) [c.'32] N. Y., W. H. Sadlier lea. cl. \$1.60

**Brock, Emma Lillian**

One little Indian boy; il by the author. no p. il. (pt. col.) obl. D c. N. Y., Knopf \$1.50

A picture-book for little children about the adventures of Skipping-in-the-Morning, an Indian boy of Taos, New Mexico.

**Brush, Katharine [Mrs. Hubert Charles Winans]**

Red-headed woman [il. with scenes from the photoplay]. 294p. D (Popular copyrights) [c.'31] N. Y., Grosset 75 c.

**Burgy, Jacob Herbert**

The New England cotton textile industry; a study in industrial geography. 253p. (bibl. notes) il., diagrs. O '32 Balt., Williams & Wilkins \$4.50

**Butler, Dom Edward Cuthbert**

Ways of Christian life; old spirituality for modern men. 268p. (bibl. footnotes) D '32 N. Y., Longmans \$2.50

By the author of "Western Mysticism."

**Byrne, Donn**

A woman of the shee, and other stories. 324p. D [c.'16-'32] N. Y., Century \$2

A posthumous collection of short stories.

**Cain, Noble**

Choral music and its practice; with particular reference to a cappella music. 154p. (6p. bibl.) diagrs. O (Witmark educational lib.) [c.'32] N. Y., M. Witmark & Sons \$2

By the director of the Chicago A Capella chorus.

**Carlisle, Helen Grace**

See how they run. 304p. D (Popular copyrights) [c.'29] N. Y., Grosset 75 c.

**Carossa, Hans**

Boyhood and youth; tr. from the German by Agnes Neill Scott. 347p. D c. N. Y., Brewer \$2

A story of adolescent boyhood picturing the nine years the boy of the author's earlier book, "A Childhood," spends at a Catholic school in the historic and picturesque town of Landschut.

**Carter, John**

Binding variants in English publishing. 1820-1900 [lim. ed.]. 190p. il. O (Biblio-

graphia, no. 6) '32 N. Y., Long & Smith

bds. \$7.50

Notes on 19th century English book-structure for which the author has drawn his examples, as far as possible, from those books which are more or less collected at the present time.

**Chapman, Olive Murray**

Across Lapland, with sledge and reindeer. 226p. il. (pt. col.), map O '32 N. Y., Dodd, Mead \$4

An account of the author's experiences as she traveled in the dead of winter from Hammerfest, the northernmost city of the world, across Finland, Finland and Lapland.

**Cherington, Paul Terry**

The commercial problems of the woolen and worsted industries. 255p. diagrs. O [c.'32] Wash., D. C., Textile Foundation, Commerce Bldg. \$2.50

**Cheyney, Edward Potts**

A short history of England; new ed. 824p. (bibls.) il., maps (pt. col.) D [c.'c4-'32] Bost., Ginn. \$2.20

**Christie, Anne, and Worth, Mary**

The opening of the door. 81p. D c. Bost., Meador \$1.50

Spiritualistic messages about life after death.

**Christie, May**

Playgirls in love. 243p. D (Popular copyrights) [c.'32] N. Y., Grosset 75 c.

The story of a modern business girl, in love with her boss, who was engaged to someone else.

**Clark, Floyd Barzilia**

The expansion of economic concepts. 395p. il. O '32 Dallas, Tex., Southwest Press \$3.50

**Clark, Willie Thorburn**

Handmaidens of the King to foreign lands. 179p. il. (pors.) D [c.'32] Richmond, Va., Foreign Mission B'd., So. Bapt. Convention 75 c.; pap., 50 c.

Biographical sketches of five Southern Baptist missionaries.

**Cleland, Mabel**

The mystery at Shadylawn. 275p. front. (col.) D [c.'31,'32] N. Y., Farrar & Rinehart \$2

Three new girls at Shadylawn, a southern boarding school, discover that they are living in a haunted room.

**Anstrom, George**

The American farmer. 31p. map D (Internat'l pamphlets no. 23) [c.'32] N. Y., Internat'l Pamphlets pap. 10 c.

**Bastian, Henry J.**

Rebuilding the republic. 72p. T c. '32 Evans City, Pa., Suburban Typesetting Shop 25 c.

**Bennett, Charles A.**

The vertical seed-cotton drier. 8p. diagrs. O (U. S. Dep't of Agri. misc. pub'n no. 149) '32 Wash., D. C. [Gov't Pr. Off.; Sup't of Doc.] pap. apply

**Bower, Albert Gordon, and Pilant, Edith B.**

Communicable diseases for nurses; 2nd ed. 358p. il. D '32 Phil., Saunders \$3

**Burrell, O. K.**

The behavior of bond prices in major business cycles. 64p. (bibl. footnotes) diagrs. O (Univ. of Ore. studies in business no. 13) '32 Eugene, Ore., Univ. of Ore. Press pap. apply

**Cannon (Walter Bradford)** exercises celebrating twenty-five years as George Higginson professor of physiology, October 15, 1931. 102p. il. O '32 Cambridge, Mass., Harvard bds. \$2

**Clark, D. L., and others**

Keys and tentative norms on tests included in The highway to English. 20p. S '32 Phil., Winston pap. 20 c.

**Clark, John G., and others**

Trade association insurance activities. 16p. O (Insurance ser. 14) c. '32 N. Y., Amer. Management Ass'n pap. 75 c.

**Colver, Mrs. Alice Mary Ross**

Modern madonna. 278p. D c. N. Y., Dodd, Mead \$2

Sally learned from the experiences of others how to avoid some of the pitfalls of modern married life.

**Comber, Norman Mederson**

An introduction to the scientific study of the soil; 2nd ed. 208p. (9p. bibl.) diagrs. D '32 N. Y., Longmans \$2.50

**Craigie, Hamilton**

Southwest of the law. 252p. D (Popular copyrights) [c.'32] N. Y., Grosset 75 c.

**Cramlet, Theodore, and Hinote, Russell C.**

Physical education activities. 324p. (4p. bibl.) il., diagrs. D c. N. Y., Dodd, Mead \$2

A program of intramural gymnastics for secondary schools.

**Curry, Manfred**

Wind and water. 148p. il., diagrs. F [n.d.] N. Y., Scribner \$7.50

120 selected camera studies of water, waves, and ships, with descriptive notes, and a preface on the fine points of sailing.

**Dalgliesh, Alice**

First experiences with literature. 180p. (22p. bibl.) il. (col. front.) D (Ser. on childhood educ.) [c.'32] N. Y., Scribner \$1.25

**Dangerfield, Clinton**

Lost Canyon. 281p. D [c.'32] N. Y., Grosset 75 c.

**Darrow, Ben H.**

Radio, the assistant teacher [foreword by Ray Lyman Wilbur]. 271p. il. O c. Columbus, O. [Ohio School of the Air, Ohio State Dep't of Educ.] lea. cl. \$1.90

The founder and director of the Ohio School of the Air discusses the pedagogy of radio education.

**Davenport, Russell W.**

Through-traffic. 307p. D (Popular copyrights) [c.'30] [N. Y., Grosset] 75 c.

**Defoe, Daniel**

Roxana, the fortunate mistress. 333p. il. O (Universal lib.) [c.'31] N. Y., Grosset \$1

**Dexter, Walter Friar**

Herbert Hoover and American individualism; a modern interpretation of a national ideal. 265p. D c. N. Y., Macmillan \$2

By the president of Whittier College.

**Early, Eleanor**

Love's denial; published serially under the

title The shining talent. 310p. D (Popular copyrights) [c.'32] N. Y., Grosset 75 c.

Molly Burnham put off love until she had made a success of her writing career.

**Eden, Rob, pseud. [Robert Ferdinand Burkhardt and Eve Burkhardt, Adam Bliss, Rex Jardin, pseud.]**

Heartbreak girl. 317p. D (Popular copyrights) [c.'31] N. Y., Grosset 75 c.

**Farjeon, Eleanor**

Katy Kruse at the seaside, or, The deserted islanders. 32p. il. (col.) O [n.d.] Phil., McKay \$2

For little children.

**Faxon, Frederick Winthrop, ed.**

Annual magazine subject-index, 1931; including as pt. 2, The dramatic index, 1931. 761p. O '32 Bost., F. W. Faxon buck, \$15

"The Dramatic Index, 1931," which includes a list of the dramatic books and plays in English published during 1931, is also sold separately at \$7.50.

**Field, Allen**

The Muskamming red head; the story of a game red head. 244p. front. O [c.'32] N. Y., Farrar & Rinehart \$2

A story for boys about the experiences of Perk Wylie after he transferred from a Chicago school where he was a leader, to a high school in a small town on the Muskamming River where he had to struggle for recognition.

**Field, Temple**

Killers' carnival. 274p. D [c.'32] N. Y., Farrar & Rinehart \$2

When Alan Van Cleve, rich young bachelor, refuses to heed the sinister messages warning him to return the huge sum of money he had won gambling in New York, he finds himself caught in a game of murder that claims twelve victims.

**Fletcher, Joseph Smith**

Murder of the ninth baronet. 262p. D c. N. Y., Knopf \$2

Ronald Camberwell and his friend Chaney solve the mystery of the rightful ownership of the Maxtondale baronetcy, but not before several murders are perpetrated.

**Frank, Waldo David [Searchlight, pseud.]**

Dawn in Russia; the record of a journey. 272p. D c. N. Y., Scribner \$2.25

Impressions formed during an extended vacation in Soviet Russia.

**French, Joseph Lewis, ed.**

Conquerors of the sky; introd. by Amelia Earhart. 305p. il. O (Big aviation ser.) [c.'32] Springfield, Mass., McLoughlin Bros. \$1

Stories and articles about flying, many of them written by famous aviators.

**Conrad, Mrs. Jessie George**

Did Joseph Conrad return as a spirit? introd. by Cyril Clemens. 15p. il. (por.) D '32 Webster Groves, Mo., Internat'l Mark Twain Soc. pap. 50 c.

**Cover, John Higson**

Neighborhood distribution and consumption of meat in Pittsburgh, as related to other social and economic factors. 228p. diagrs. O [c.'32] Chic., Univ. of Chic. Press \$2.50

**Cruden, Robert L.**

The end of the Ford myth. 15p. front. D (Internat'l pamphlets no. 24) [c.'32] N. Y., Internat'l Pamphlets pap. 5 c.

**[Davis, Joseph S.]**

The world wheat problem. 35p. (bibl. footnotes) diagrs. O (Wheat studies, v. 8, no. 8) c. Stanford Univ., Cal., Food Research Inst. pap. \$1

**Doll, Edgar A., ed.**

Twenty-five years; a memorial volume in commemoration of the twenty-fifth anniversary of the Vineland Laboratory, 1906-1931. 156p. il. O (Ser. 1932, no. 2) '32 Vineland, N. J., Dep't of Research, Training School flex. lea. cl. apply

**Flanders, Ralph E.**

The management point of view on economic planning. 8p. O (General management ser. 118) c. '32 N. Y., Amer. Management Ass'n pap. 75 c.



**Froebel, Friedrich Wilhelm August**

Froebel's chief writings on education; tr. from the German by S. S. F. Fletcher and J. Welton. 266p. (2p. bibl.) D (Educational classics) [n. d.] [N. Y., Longmans] \$1.50

**Gandía, Amador, and Cohen, Philip**

Cuentos fáciles. 217p. il., maps S [c.'32] N. Y., Amer. B'k 88 c.  
For beginning Spanish classes.

**Gault, Robert Harvey**

Criminology. 470p. (bibls.) front. (por.), diags. O [c.'32] Bost., Heath \$3.48

A textbook with a psychological approach to the subject, by a professor of psychology in Northwestern University, who is also editor-in-chief of *The Journal of Criminal Law and Criminology*.

**Gerwig, George William**

Ambition; an element in the character of the good American. 96p. il. S (Guideposts to character) [c.'32] N. Y., Amer. Bk. 40 c.

**Ghéon, Henri**

St. Germaine of the wolf country; tr. [from the French] by F. J. Sheed. 70p. il. D '32 N. Y., Longmans \$1

A children's story about St. Germaine, a shepherdess who lived in the south of France during the latter part of the 16th century, died at the age of twenty and was canonized.

**Ghurye, G. S.**

Caste and race in India. 216p. (3p. bibl.) O (Hist. of civilization) '32 N. Y., Knopf \$4

An Indian discusses the history and the origin of the caste-system as it was in the past and is today among the Hindus of India.

**Gist, Arthur Stanley**

Clarifying the teacher's problems. 326p. (bibls.) D [c.'32] N. Y., Scribner \$1.80

A textbook in modern education for the teacher in training, the young teacher or the mature teacher who wishes to keep abreast of modern developments.

**Gluck, Sinclair**

The dragon in harness. 298p. D '32, c.'25 N. Y., Dodd, Mead \$2

Clayton and Moore, working as Secret Service agents in the Orient, uncover a fiendish plot planned by their old enemy who called himself the "Emperor."

**Goodwin, John, pseud. [Sidney Floyd Gowling]**

The shadow man. 346p. D [c.'32] N. Y., Sears \$2

A series of apparently unconnected murders in London are linked by a motive behind them all.

**Greer, James K., ed.**

"Buck" Barry, a Texas ranger [history]. 253p. il. O '32 Dallas, Tex., Southwest Press \$3

**Grey, Zane**

Robbers' Roost. 295p. D '32, c.'30, '32 N. Y., Harper \$2

A fast-moving western romance about two rival outlaw gangs who hid away in an inaccessible canyon in Utah in the roaring '70's.

**Growth and development of the child; pt. 4,**

Appraisal of the child; 1, mental status; 2, physical status. 363p. (bibls.) O (White House Conf. Child Health and Protection, section 1, Medical service) [c.'32] N. Y., Century \$2.75

**Halsey, R. T. H., and Cornelius, Charles O.**

The American Wing; a handbook; 5th ed., rev. 326p. il. '32 N. Y., Metropolitan Mus. \$2.50; pap., \$1

**Harlow, Ralph Volney**

The growth of the United States; rev. 887p. (bibl. notes) maps (pt. col.) O [c.'25, '32] N. Y., Holt \$3.75

**Harris, Muriel**

The clinic of Dr. Aicadre. 289p. D [c.'32] N. Y., Harper \$2

The story of Dr. Aicadre, a crippled French physician who assumes the guilt of his child's murder to save his wife whom he believes is guilty, while she is torn between devotion to her husband and the secret plotting of her shrewd, peasant mother.

**Harton, F. P.**

The elements of the spiritual life: a study in ascetical theology; introd. by Bp. Mark Carpenter-Garnier. 358p. (2p. bibl.) O '32 N. Y., Macmillan \$3

**Hauck, Mrs. Louise Platt [Lane Archer, Peter Ash, Louise Landon, pseud.]**

Wild grape; a novel of the Ozarks. 293p. D (Popular copyrights) [c.'31] N. Y., Grosset 75 c.

**Hentschel, C. C., and Cook, W. R. Ivimey**

Biology for medical students. 630p. il., diags. O '32 N. Y., Longmans \$7

**Hergesheimer, Joseph**

Berlin. 251p. D '32, c.'31, '32 N. Y., Knopf \$2.50; lim. ed., \$7.50

The well-known novelist gives his impressions of Berlin, Munich, Eger, Vienna and Budapest which he visited recently.

**Herndon, John G., jr.**

Relief from international income taxation; the development of international reciprocity for the prevention of double income taxation. 311p. (12p. bibl.) O '32 Chic., Callaghan & Co. \$5

**Gray, H. C.**

Gray's prescriptionist; a treatise on the art of reading and compounding physicians' prescriptions. 260p. S '32, c.'20 Chic., Chic. Medical Bk. Co. \$2.50

Pharmaceutical quiz compend; 16th ed. 284p. S '32, c.'26 Chic., Chic. Medical Bk. Co. \$2.50

**Hadley, Clausin D.**

Wage payment plans used by Oregon manufacturers. 32p. (bibl. footnotes) O (Univ. of Ore. studies in business no. 12) '32 Eugene, Ore., Univ. of Ore. Press pap. apply

Handbook of Salvation Army doctrine. 183p. D '32 Milwaukee, Caspar, Krueger, Dory Co. \$1.25

**Handy, Albert**

Estate taxes. 705p. O '32 Albany, N. Y., M. Benderlea. cl.\$10.50

**Haywood, H., and Howard, M.**

Lynching. 15p. D (Internat'l pamphlets no. 25) [c.'32] [N. Y.] Internat'l Pamphlets pap. 5 c.

**Herring, Paul**

The Midnight murder. 320p. D c. Phil., Lippincott \$2

A blue diamond necklace is taken by Margot Midnight, film actress, to a London jeweler to be valued, several hours later her dead body is found in an automobile, and around her neck is a cheap blue glass necklace.

**Hingston, Richard William George**

A naturalist in the Guiana forest. 397p. il., map, diagrs. O [c.'32] [N. Y., Longmans] \$5

A description of the marvels of natural life in the tropical forest by the leader of the Oxford Exploration Club's expedition to British Guiana.

**Hirschberg, Arthur**

Can you solve it? a book of puzzles and problems. 338p. il., diagrs. O [c.'26,'32] N. Y., Grosset \$1

**Home finance and taxation;** reports of the Committees on Finance, Taxation. 292p. (bibl. footnotes) diagrs. O (Final reports of committees, v. 2) [c.'32] Wash., D. C., President's Conference on Home Building & Home Ownership \$1.15

**Hough, Clare Sharpe [Mrs. G. A. Hough]**

The charming cheat. 245p. D (Popular copyrights) [c.'32] N. Y., Grosset 75 c.

In need, Filomena Stanley was forced into cheating—only to fall in love with the man she had deceived.

**House design, construction and equipment;** reports of the Committees on Design, Construction, Fundamental Equipment. 342p. (bibl. footnotes) il., diagrs. O (Final reports of committees, v. 5) [c.'32] Wash., D. C., President's Conference on Home Building & Home Ownership \$1.15

**Household management and kitchens;** reports of the Committees on Household Management, Kitchens and Other Work Centers. 240p. (bibl. footnotes) il., diagrs. O (Final reports of committees, v. 9) [c.'32] Wash., D. C., President's Conference on Home Building & Home Ownership \$1.15

**Hueston, Ethel Powelson [Mrs. E. J. Best]**

Rowena rides the rumble. 304p. D (Popular copyrights) [c.'31] N. Y., Grosset 75 c.

**Hughes, Langston**

The dream keeper, and other poems; il. by Helen Sewell. 77p. D c. N. Y., Knopf \$2

Poems by the well-known Negro poet, selected especially for young people in their teens.

**Hulme, Kathryn Cavarly**

Desert night; a novel. 251p. D [c.'32] N. Y., Macaulay \$2

When Philip Andrews, an American painter, succeeded in finding the American girl who had become an Arab princess in the Tunisian city of Kairouan, he also found danger and romance.

**Jacks, Lawrence Pearsall**

Education through recreation. 164p. il. D c. N. Y., Harper \$1.50

Essays showing the value of making education recreational and recreation educational.

**Kiehel, Constance A.**

Unemployment insurance in Belgium; a national development of the Ghent and Liège systems. 523p. (10p. bibl.) maps, diagrs. O (Unemployment insurance ser., v. 4) c. N. Y., Industrial Relations Counselors \$3.50

A study of Belgian unemployment insurance from its beginnings in the trade union unemployment benefit plan of the late 1800's.

**Kohn, Hans**

Nationalism and imperialism in the hither East [tr. from the German by Margaret M. Green]. 347p. (12p. bibl.) maps O '32 N. Y., Harcourt \$5

A history of Egypt, Palestine, Syria, Iraq and Arabia from the World War to 1931.

**Krogh, August**

A text-book of human physiology for college students; rev. and ed. by Katherine R. Drinker. 233p. il., diagrs. D '32 Phil., Lea & Febiger \$2.75

**Kyne, Peter Bernard**

Outlaws of Eden. 341p. il. D (Popular copyrights) [c.'29,'30] N. Y., Grosset 75 c.

**Lecompte, Edouard**

Catherine Tekakwitha; lily of the Mohawk and the St. Lawrence, 1656-1680; an Iroquois virgin; tr. [from the French] by Sister Francis; ed. by John J. Wynne. 198p. (2p. bibl.) front. D [c.'32] N. Y., Tekakwitha League, 141 E. 29th St. bds. \$1.10

The life of a Catholic Indian girl whose canonization is being considered.

**Lee, Bourke**

Blonde interlude. 314p. il. D (Novel novels) c. N. Y., Simon & Schuster \$2

The first of a new series which Simon & Schuster are producing especially for rental libraries. This is the story of twelve months in the life of a young New York advertising man during which he is distracted by an appealing blonde.

**Livingston, Flora V.**

Catalogue of the Harcourt Amory Collection of Lewis Carroll in the Harvard College Library; lim. ed. 190p. il. O '32 Cambridge, Mass., Author, Harvard Coll. Lib. bds., \$35

**Hill, William M., comp.**

History of Washington County, N. Y. [lim. ed.] 298p. front. (por.) O (Gibson papers, v. 1) '32 Ft. Edward, N. Y., Honeywood Press bds. \$6.35

"Into their company"; a book for a modern girl on love and marriage. 109p. S '32 N. Y., P. J. Kenedy pap. 40 c.

**Jordan, J. P.**

The scrapping of excess plant capacity in industrial readjustment. 12p. O (Financial management ser. 39) c. '32 N. Y., Amer. Management Ass'n pap. 75 c.

**Kramer's Woordentalk:** dictionary of foreign words which occur in the Dutch language, defined in Dutch; 16th ed. 844p. O '32 Milwaukee, Caspar, Krueger, Dory Co. \$3.15

**Lewis, William Dodge, and Holic, James Fleming** Practical workbook in English. 303p. O [c.'32] N. Y., Amer. B'k pap. 56 c.

**Liver:** nutritive value and ways of serving. 40p. obl. S '32, c. '27 Milwaukee, Caspar, Krueger, Dory Co. pap. 25 c.

**Lubou, Haynes**

Reckless Hollywood. 312p. D [c.'32]  
N. Y., Amour Press \$2  
A story of sex-ridden Hollywood.

**Lynn, Ernest**

The silver siren; originally published under  
the title Extra girl. 276p. D (Popular copy-  
rights) [c.'31] N. Y., Grosset 75 c.

**McKenna, Stephen**

The way of the phoenix. 318p. D c.  
N. Y., Dodd, Mead. \$2.50  
The story of a love which, phoenix-like, disappeared  
suddenly on the eve of consummation, only to revive  
years later.

**McNeil, Captain S. G. S.**

In great waters; memoirs of a master mar-  
iner. 328p. il., diagr. O [c.'32] N. Y.,  
Harcourt \$3  
The autobiography of the retired skipper of the  
Cunard liner "S. S. Mauretania."

**Marston, William Moulton**

Venus with us; a tale of the Caesar. 499p.  
D [c.'32] N. Y., Sears \$2.50  
A novel of imperial Rome, following the career of  
Julius Caesar.

**Maxwell, William Babington**

Amos the wanderer. 314p. D c. N. Y.,  
Dodd, Mead \$2  
Tired of being his father's assistant in a village  
office, Amos decides to see the world, but during his  
new experiences finds himself haunted by the memory  
of the girl with whom he had parted carelessly.

**Milk production and control; communicable  
diseases, public health supervision, nutri-  
tional aspects, economic aspects. 409p. (bibls.)  
diags. O (White House Conf. Child Health  
and Protection, section 2, Public health serv-  
ice and administration) [c.'32] N. Y., Cen-  
tury \$3**

**Mitchell, Philip H.**

A textbook of general physiology for col-  
leges; 2nd ed. 799p. il. O (McGraw-Hill  
pub'ns in zoological sciences) '32 N. Y.,  
McGraw-Hill \$6

**Morley, Felix**

The Society of Nations; its organization  
and constitutional development. 700p. (bibl.  
footnotes) O c. Wash., D. C., Brookings  
Inst. \$3.50  
A comprehensive examination of the origins, struc-  
ture and functioning of the League of Nations.

**Morrison, Rev. Henry Clay**

Is the world growing better, or is the  
world growing worse? 176p. il. D [c.'32]  
Louisville, Ky., Pentecostal Pub. Co. \$1

**Mottier, David Myers**

A textbook of botany for college students;  
being a revision and amplification of A col-  
lege textbook of botany for first year students.  
614p. il., diags. O [c.'32] Phil., Blakis-  
ton \$4

**Mundy, Talbot**

Jungle jest. 398p. D [c.'22-'32] N. Y.,  
Century \$2  
An adventure tale of India.

**O'Brien, Edward Joseph Harrington [Arthur  
Middleton, pseud.], ed.**

Modern American short stories. 424p. D  
'32, c.'15-'32 N. Y., Dodd, Mead \$2.50  
A collection of twenty-five short stories by such  
distinguished American writers as Theodore Dreiser,  
Susan Glaspell, Zona Gale, Ernest Hemingway, Joseph  
Hergesheimer, Willa Cather, Glenway Wescott and  
Elinor Wylie. The stories are selected from the  
compiler's previous annual anthologies.

**Oliver, John Rathbone, M.D., D.D.**

Pastoral psychiatry and mental health. 344p.  
(12p. bibl.) D (Hale lectures 1932) c.  
N. Y., Scribner \$2.75  
A guide, based on modern scientific knowledge, for  
those in positions to help the bewildered, the mentally  
sick and maladjusted. The author is a practising psy-  
chiatrist, writer, and minister of Christ.

**Oliver, Laurence, pseud. [Laurence Oliver  
Brown]**

Very private sin. 284p. D c. N. Y., Min-  
ton, Balch \$2  
A gay novel picturing the reactions of Stephen's  
aristocratic family when he falls in love with a young  
actress of unknown origins.

**Palmer, Gladys L.**

Union tactics and economic change; a case  
study of three Philadelphia textile unions.  
235p. (bibl. footnotes) O (Industrial Re-  
search Dept., Wharton School of Finance and  
Commerce, Research studies 19) c. Phil.,  
Univ. of Pa. Press \$2

**Pedler, Margaret Bass [Mrs. W. G. Q. Ped-  
ler]**

Kindled flame. 316p. D (Popular copy-  
rights) [c.'31] N. Y., Grosset 75 c.

**Longenecker, Rolla Rudolph**

Proving and defending a lawsuit. 480p. O '32  
Chic., Callaghan & Co. \$8

**Margeson, Parker**

Adapting planning to rapid changes. 8p. O (Gen-  
eral management ser. 117) c.'32 N. Y., Amer. Man-  
agement Ass'n pap. 75 c.  
**Meat cookery. 26p. O '32 Milwaukee, Caspar, Krue-  
ger, Dory Co. pap. 25 c.**

**Newson, N. William**

The legal status of the county superintendent. 47p.  
(2p. bibl.) O (Office of Educ. bull. 1932, no. 7) '32  
Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap. apply

**Nolan, W. J.**

The development of package-bee colonies. 44p. (2p.  
bibl.) diags. O (U. S. Dept. of Agri. technical  
bull. no. 309) '32 Wash., D. C., Gov't Pr. Off.  
Sup't of Doc. pap. apply

**North, Sydney H.**

Pulverized fuel firing; for engineers concerned with  
land and marine boilers fired with pulverized fuel.  
202p. il. diags. D '32 [N. Y.] Pitman \$2.25

**Phillips, Evelyn Butler**

An analysis of the curricula of the small high  
schools of Maine. 89p. (2p. bibl.) diags. O (Univ.  
of Me. studies, 2nd ser., no. 23) '32 Orono, Me.,  
Univ. of Me. Press bds., \$1; pap., 50 c.

**Pressey, Luella Cole, and Pressey, Sidney L.**

Essential preparation for college; an itemization of  
the specific elements of preparation that seem essen-  
tial for success in freshmen courses. 59p. (bibl.)  
diags. D c. N. Y., Long & Smith 35 c.

**Rice, William S.**

Portfolio of block prints. 17p. il. (pt. col.) F '32  
Milwaukee, Bruce Pub. Co. pap. \$2, portfolio



- Perkins, Grace [Mrs. Fulton Oursler, Dora Macy, pseud.]**  
Boy crazy. 235p. D (Popular copyrights) [c.'31] N. Y., Grosset 75 c.
- Phelps, James Ralph**  
Birthday horoscopes; character readings. 153p. D [c.'03-'32] N. Y., Grosset 50 c.; pap., 25 c.
- Plooij, D., D.D.**  
The Pilgrim fathers from a Dutch point of view. 165p. (3p. bibl.) il. O (Anson G. Phelps lectureship on early American hist.) c. N. Y., N. Y. Univ. Press \$3.50
- Plum, Mary**  
The killing of Judge MacFarlane. 292p. D (Popular copyrights) [c.'30] N. Y., Grosset 75 c.
- Powell, John Henderson, jr.**  
The Ten Commandments. 169p. D c. N. Y., Macmillan \$1.50  
Addresses on the values of the Ten Commandments in modern life by the minister of the Reformed Church, Bronxville, N. Y.
- Power, Rev. Albert**  
The maid of Lisieux, and other papers. 148p. D '32 N. Y., F. Pustet \$1.25
- Reckless, Walter C., and Smith, Mapheus**  
Juvenile delinquency. 412p. O (McGraw-Hill pub'ns in sociology) '32 N. Y., McGraw-Hill \$3.50
- Rice, Grantland, and Powel, Harford Willing Hare, eds.**  
The omnibus of sport. 971p. il. O c. N. Y., Harper \$3.50  
A collection of forty short stories on various popular sports by such well-known writers as Ring Lardner, Albert Payson Terhune, Will James, and Ernest Hemingway, together with some famous news stories of well-known sports writers, poems, descriptions of Greek sports, etc.
- Roberts, Cecil [Russell Beresford, pseud.]**  
Spears against us. 353p. D c. N. Y., Appleton \$2.50  
This story of the fortunes in war and peace of two friendly families, the English Crawleys and the Austrian Edelsteins, begins in the summer of 1914 while the Crawleys are visiting at Schloss Edelstein.
- Roberts, Thomas S., M.D.**  
The birds of Minnesota; 2 v. 1512p. (bibl.)
- Schauroth, Edward G.**  
Observations on Vergil and his views of life. 104p. O (Univ. of Buffalo studies, v. 8, no. 4) '32 Buffalo, N. Y., Univ. of Buffalo pap. 25 c.
- Show, S. B.**  
Timber growing and logging practice in the coast redwood region of California. 21p. (bibl.) il. O (U. S. Dep't of Agri. technical bull. no. 283) '32 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap. 5 c.
- Siemens-Konzern**  
Beryllium, its production and application; tr. by Richard Rimbach and A. J. Michel. 331p. il. O '32 N. Y., Chemical Catalog Co. \$10
- Sumner, Clayton**  
Dictation sentences. 78p. S '32 Phil., Winston pap. 16 c.
- Tinsley, Rev. R. P.**  
God and the ordinary man. 60p. '32 Milwaukee, Morehouse pap. 60 c.
- il. (pt. col.), maps Q '32 Minneapolis, Univ. of Minn. Press \$6; lim., signed, numbered ed., \$25
- Robinson, Mabel Louise, and Hull, Helen Rose**  
Creative writing; the story form. 345p. D [c.'32] N. Y., Amer. B'k \$1  
A text for high schools.
- Rodebush, W. H., and Rodebush, E. K.**  
An introductory course in physical chemistry. 434p. il. O '32 N. Y., Van Nostrand \$3.75
- Rowland, Benjamin, jr.**  
Jauma Huguet; a study of late Gothic painting in Catalonia. 255p. il. O '32 Cambridge, Mass., Harvard \$5
- Schmid, Rev. Placid, comp.**  
A prayer book for busy Catholics, with an optional Sunday and holyday missal. 190p. Tt [c.'32] Chic., L. N. Daleiden & Co. \$1-\$2.50
- Scott, John Hubert, and Chandler, Zilpha E.**  
Phrasal patterns in English prose. 388p. O '32 N. Y., Ronald Press \$4
- Scott, Marion**  
Dead hands reaching. 251p. D c. N. Y., Macmillan \$2  
Dallas Gantry returns to Willow Valley, after several years on the stage, to ask her husband for a divorce which he refuses, and on that same night he is murdered—and his death is followed by other murders.
- Scoville, Samuel, jr.**  
Runaway days [new ed.] 254p. D '32, c. '27 N. Y., Dodd, Mead \$2  
Formerly published by Harcourt, Brace.
- Shafter, Alfred M.**  
Musical copyright; introd. by John H. Wigmore. '32 Chic., Callaghan & Co. \$6
- Sharp, Hazel**  
Fundamentals of classic ballet illustrated. 53p. diagrs. Q [c.'32] Chic. [Author, 25 E. Jackson Blvd.] \$3.50 [corrected publisher]
- Shaw, Joseph Thompson**  
Danger ahead. 263p. D [c.'32] N. Y., Mohawk Press \$2  
An American hero meets adventure and romance in a country gone mad with revolution.
- Underhill, Evelyn**  
The inside of life [religion]. 12p. '32 Milwaukee, Morehouse pap. 10 c.
- Warren, Whitney**  
"The vicious circle"; why is the Treasury worse than empty and confidence absolutely lacking? 9th letter. 12p. D ['32] N. Y., Author, 16 E. 47th St. pap. apply
- Westcott, A. G., and others**  
Practical methods of preventing losses. 16p. O (Insurance ser. 13) c. '32 N. Y., Amer. Management Ass'n pap. 75 c.
- Willey, A. K.**  
Fidelity bonds, burglary, robbery and theft risks. 16p. O (Insurance ser. 12) c. '32 N. Y., Amer. Management Ass'n pap. 75 c.

**Slums, large-scale housing and decentralization;** reports of the Committees on Blighted Areas and Slums, Large-scale Operations, Business and Housing, Industrial Decentralization and Housing. 263p. (bibl. footnotes) il. O (Final reports of committees, v. 3) [c.'32] Wash., D. C., President's Conference on Home Building & Home Ownership \$1.15

**Streeter, Robert A., and Hoehn, Robert G.**  
Are you a genius? il. by Soglow. 108p. D c. N. Y., Stokes \$1

A game book of quizzes and tests.

**Tandberg, Oluf**

The new matron of Noah's Ark; a story from the Northwest. 236p. c. Bost., Meador \$2

**Tessin, Louise Dorothea**

Practical art for the grades; seasonable classroom suggestions, planned to develop appreciation and to cultivate originality. 96p. il. (pt. col.) F [c.'32] Springfield, Mass., M. Bradley \$1.75

**Thorne, Diana**

Roughy, the dog who ran away [il. by the author]. 35p. obl. S [c.'32] N. Y., Putnam bds. \$1

A picture-book for little children about the adventures of Roughy, a wire-haired terrier who ran away, by a well-known etcher of dogs.

**Trell, Max**

Lawyer man. 317p. D [c.'32] N. Y., Macaulay \$2

Horace Seagle, a lawyer who was a courtroom genius but always human, got himself into a legal jam but succeeded in making a comeback.

**Ullman, Albert E.**

The kidnappers. 254p. D [c.'32] N. Y., Amour Press \$2

The secret twelve of Metropolis organize to combat a kidnapper who warns his millionaire victims by a purple sign.

**Van Tuyl, George Henry**

Practical arithmetic; brief course. 333p. il., diags. D [c.'32] N. Y., Amer. B'k \$1  
Based on "New Essentials of Business Arithmetic."

**Vaughan, Agnes Carr**

Evenings in a Greek bazaar. 277p. il. (col. front.) D c. N. Y., Knopf \$2

A collection of folk tales adapted from the modern Greek for boys and girls 8 to 12 years old.

**Wallace, Edgar**

The Scotland Yard book of Edgar Wallace. various p. O (Crime club) [c.'27-'32] Garden City, N. Y., Doubleday \$2

An omnibus volume containing two Wallace novels, "The Black" and "The Silver Key," and ten short stories.

**Wallace, Kathleen**

I walk alone. 310p. D (Popular copyrights) [c.'30,'31] N. Y., Grosset 75 c.

**Walmsley, Leo**

Three fevers. 284p. D c. N. Y., Knopf \$2.50

The story of three fishing seasons in the lives of the Lunn family, fisherfolk on England's northeast coast.

**Webster, Edna Robb**

Joretta; a love story. 313p. D (Popular copyrights) [c.'32] N. Y., Grosset 75 c.

After Joretta's debut, her socially ambitious mother tried to manage her daughter's love affairs.

**Webster, Noah**

Webster's daily use dictionary; self-pronouncing; ed. by C. M. Stephens and C. N. Catrevas; new rev. ed. 827p. front. D c. N. Y., Grosset 50 c.

**Whitechurch, Victor Lorenzo**

Murder at Exbridge. 256p. D c. N. Y., Dodd, Mead \$2

Detective Sergeant Ambrose finds himself faced with many complications in solving the murder which took place at St. Oswald's College in the English town of Exbridge.

**Whitesell, Frank Louis**

The cure for depression [religion]. 124p. D [c.'32] N. Y., Loizeaux Bros. \$1

**Widdemer, Margaret**

All the king's horses. 300p. D (Popular copyrights) [c.'30] N. Y. [Grosset] 75 c.

**Wodehouse, Pelham Grenville**

Nothing but Wodehouse; ed. by Ogden Nash. various p. O '32, c. '23-'32 Garden City, N. Y., Doubleday \$2.50

An omnibus volume containing one complete novel, "Leave It to Psmith," and twenty-four stories selected from "Jeeves," "Very Good Jeeves," "He Rather Enjoyed It," "Mr. Mulliner Speaking," and "Meet Mr. Mulliner."

**Woodward, Carl Raymond, and Waller, Ingrid Nelson**

New Jersey's Agricultural Experiment Station, 1880-1930. 645p. (bibls.) il., maps, diags. O '32 New Brunswick, N. J., N. J. Agricultural Experiment Sta. \$2.50

**Wright, Mason**

The army post murders. 305p. D (Popular copyrights) [c.'31] N. Y., Grosset 75 c.

## Title Index to The Weekly Record

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American Wing, The. Halsey, R. \$2.50; \$1  
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Amos the wanderer. Maxwell, W. B. \$2  
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Annual magazine subject-index, 1931. Faxon, F. W. \$15  
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Barry ("Buck"), a Texas ranger. Greer, J. K. \$3  
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Berlin. Hergesheimer J. \$2.50; \$7.50 Knopf

- Binding variants in English publishing. Carter, J. \$7.50 *Long & Smith*  
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 Is the world growing better, or is the world growing worse? Morrison, H. C. \$1 *Pentecostal Pub. Co.*  
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- Phases in the religion of ancient Rome. Bailey, C. \$4  
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- Phrasal patterns in English prose. Scott, J. H. \$4  
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- Physical education activities. Cramlet, T. \$2  
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- Pilgrim fathers from a Dutch point of view, The. Plooij, D. \$3.50  
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- Playgirls in love. Christie, M. 75 c.  
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- Radio, the assistant teacher. Darrow, B. H. \$1.90  
Ohio School of the Air
- Reckless Hollywood. Lubou, H. \$2  
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- Red-headed woman. Brush, K. 75 c.  
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- Relief from international income taxation. Herndon, J. G., jr. \$5  
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- Romantic young man, A. Abdullah, A. \$2  
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- Runaway days. Scoville, S., jr. \$2  
Dodd, Mead
- St. Germaine of the wolf country. Ghéon, H. \$1  
Longmans
- Scotland Yard book of Edgar Wallace, The. Wallace, E. \$2  
Doubleday
- Second shot, The. Berkeley, A. 75 c.  
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- See how they run. Carlisle, H. G. 75 c.  
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- Shadow man, The. Goodwin, J. \$2  
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- Short history of England, A. Cheyney, E. P. \$2.20  
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- Silver siren, The. Lynn, E. 75 c.  
Grosset
- Slums, large-scale housing and decentralization. \$1.15  
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- Society of Nations, The. Morley, F. \$3.50  
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- Southwest of the law. Craigie, H. 75 c.  
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- Tekakwitha (Catherine). Lecompte, E. \$1.10  
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- Ten Commandments, The. Powell, J. H., jr. \$1.50  
Macmillan
- Textbook of botany for college students, A. Mottier, D. M. \$4  
Blakiston
- Textbook of general physiology for colleges, A. Mitchell, P. H. \$6  
McGraw-Hill
- Text-book of human physiology for college students, A. Krogh, A. \$2.75  
Lea & Febiger
- Three fevers. Walmsley, L. \$2.50  
Knopf
- Through the hawse-hole. Anderson, F. B. \$3  
Macmillan
- Through-traffic. Davenport, R. W. 75 c.  
Grosset
- Unemployment insurance in Belgium. Kiehel, C. A. \$3.50  
Industrial Relations Counselors
- Union tactics and economic change. Palmer, G. L. \$2  
Univ. of Pa. Press
- Venus with us. Marston, W. M. \$2.50  
Sears
- Very private sin. Oliver, L. \$2  
Minton, Balch
- Way of the phoenix, The. McKenna, S. \$2.50  
Dodd, Mead
- Ways of Christian life. Butler, E. C. \$2.50  
Longmans
- Webster's daily use dictionary. 50 c.  
Grosset
- Wild grape. Hauck, L. P. 75 c.  
Grosset
- Wind and water. Curry, M. \$7.50  
Scribner
- Woman of the shee, A. Byrne, D. \$2  
Century

# Old and Rare Books

A Weekly Department

"TWO YEARS AGO," said A. Edward Newton as he landed last week from an extended tour of Europe, "I sold \$60,000 worth of bond investments and bought a First Folio Shakespeare. Today the bonds are worth next to nothing, and the Folio is worth \$60,000. From this I deduce that, while people are hesitant as to investments in the market, there is no question but idle money placed in rare books is a sound investment." Dealers in rare books, their market inactive, may find some comfort in the fact that supposedly gilt edge investments in the market have gone off much more rapidly than even the least favored of first editions. Perhaps it is a negative sort of comfort, but sometimes there is an illicit joy in thinking how much worse off some other industries are. The greatest of rarities are certainly holding their own, and demand will come back as it always has and does.

Mr. Newton reports the acquirement of a portrait of James Boswell painted by Sir Joshua Reynolds.

THE JULY NUMBER of *The American Book Collector* contains an editorial entitled "Depression Proof," in which the editor advises "any collector not to lose faith in his hobby" and if he is in any doubt as to what to do with his money "to transfer a considerable amount of currency into literary and artistic property." Gertrude Hills contributes an article entitled "Farewell the Bonny Book of Burns"; Harry B. Weiss writes about "A Famous First Edition, Alexander Hamilton's 'A Full Vindication of the Measures of Congress'"; Walter Hart Blumenthal, on "Books Put in Chains, Old Custom Revived in English Cathedral Library"; Kenneth Rede and Charles F. Heartman continue "A Census of First Editions and Source Material By and Relating to Edgar Allan Poe in American Public and Private Collections"; Reviews and notes complete

an interesting number. Mr. Heartman is making one of the liveliest and best bibliographical magazines that we have ever had in this country.

A BIBLIOGRAPHY of the works of Wyndham Lewis, 14 books in all, is included in a volume just issued by the Unicorn Press, London, called "Apes, Japes and Hitlerism" by John Gawsorth.

A NEW VOLUME listing 1,000 titles, "Philosophy, Religion, General Works," fully annotated and with analytical index, has just been added to the series of standard catalogs which the H. W. Wilson Company has been publishing for many years. This famous series of guides to books and book purchase is familiar to every librarian. It has special value to the publisher, as it enables him in one field or another to get a picture of what books are available, their characteristics, who publishes them and at what price, etc. With such information it is easier to judge of the place and importance of a new manuscript.

## Auction Calendar

**Monday morning, August 1st, at 11 o'clock.** Americana, an interesting collection of books and pamphlets relating to North America, also an important collection of Confederate sheet music. (Items 371.) Charles F. Heartman, 612 Middlesex Ave., Metuchen, N. J.

## Catalogs Received

**Autograph letters of celebrities, manuscripts and historical documents.** (Items 433.) Thomas F. Madigan, 2 East 54th St., New York City.

**Early editions, color plate books, etc.** (No. 96; Items 65.) J. W. Browne & Son, Addison House, Rugby, England.

**A miscellany of scarce books.** (No. 43; Items 329.) Argosy Book Stores, Inc., 45 Fourth Ave., New York City.

**Nationalökonomie, handel, industrie, finanzwissenschaft.** (No. 620; Items 1798.) Karl W. Hiersemann, Königstrasse 29, Leipzig, Germany.

**New and second-hand books in and on the Sanskrit, Pali, Prakrit and Jain languages.** (Items 1521.) Luzac & Co., 46 Great Russell St., W. C. 1, London, England.

**Northwestern Americana.** (Items 309.) H. A. Johnson, 2079 University Ave., Berkeley, Cal.

**Rare and a few modern books on China and Japan.** (No. 578; Items 279.) Martinus Nijhoff, The Hague, Holland.

**A selection from the library of Thomas Carlyle.** (No. 187; Items 95.) The Export Book Co., 3 Havelock Terrace, Preston, England.

# The Weekly Book Exchange

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Odd volumes, or broken sets. Scarce only.

**Adelbert College Library, Cleveland, Ohio**  
Jackson, Benjamin D. Guide to the Literature of Botany.  
Nettleship, Henry. Ancient Live of Virgil.  
Publishers' Weekly. Vol. 102, nos. 1-19 (July-Nov. 4, 1922); vol. 104, nos. 4-26 (July 28-Dec., 1923); vol. 102 (1922), title-page and index; vol. 104 (1293), title-page and index; vol. 110 (1926), title-page and index.

**Wilkins, c/o Air Law Review, Washington Sq., E., New York**  
Books, pamphlets and other material on balloons, flying machines and aeronautics.

**Alcove Bk. Shop, 936 B'way, San Diego, Cal.**  
Norris, Frank. Third Circle.  
Simonton. Hell's Playground.

**Amer. Bapt. Pub. Soc., 2328 S. Michigan, Chicago**  
The Problems of Youth.  
The Hall of Fame. Louis Albert Banks.

**William H. Andre, Kittredge Bldg., Denver, Col.**  
Bartlett, John. New and Complete Concordance of Shakespeare. 5th ed. Macmillan.  
Chambers, Robert. Book of Days. 2 vols. 1891. Lippincott.

Clifton, C. E., and Grimaux, A. Nouveau Dictionnaire Anglais-Francais et remodelled and enl. by J. McLaughlin. 2 vols. 1914-23. Stechert.

Cuyas, Arturo. Appleton's New English-Spanish and Spanish-English Dictionary. 2 vols. in 1. 1928.

Garnett, Richard, and Gosse, Edmund. English Literature, an Illustrated Record. 4 vols. 1923. Macmillan.

Gross, Charles. Source and Literature of English History. 2nd ed. rev. 1915. Longmans.  
Haydn, Charles. Dictionary of Dates. 25th ed. 1911. Putnam.

Hoare, Alfred. Italian Dictionary. 2nd ed. 1925. Cambridge University Press.

### Wm. H. Andre—Continued

Hoyt, Jehiel Keeler. Hoyt's New Cyclopedia of Practical Quotations. 1922. Funk.

Muret, Eduard, and Sanders, Daniel. German and English Dictionary. 2 vols. in 4. 1908. Langenscheidt.

Ploetz, Karl Julius. Ploetz Manual of Universal History. 1925. Houghton.

Qui-etes Vous? 1924.

Stevenson, B. E. Home Book of Verse, American and English 1580-1918. 3rd ed. rev. and enl.

U. S. Laws, Statutes. Code of the Laws of the United States of America. 1926. Govt. Printing Office.

**Argosy Bk. Stores, 45 4th Ave., New York**  
Mencken. Ventures Into Verse. 1st ed.

**Argus Bk. Shop, 333 S. Dearborn St., Chicago**  
Burke, Thomas. The Wind and the Rain; The Sun in Splendour; East of Mansion House. 1st American eds.

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**Nedwick's Bk. Store, 179 W. Monroe St., Chicago**  
Dante's Divine Comedy. Longfellow trans.  
Lawrence, D. True Story Woodrow Wilson.  
Peck. Hester of the Grants.  
London. The Abysmal Brute.  
Cooke. Hilt to Hilt.  
Crane. The Third Violet.  
Haggard. Morning Star.  
Ellis. Dread & Fear of Kings.  
Ross. The Scarlet Coat.

Johnson. In the Name of Liberty. Nicole.  
Hamsun. Dreamers; Rosa; Mysteries; Under the  
Autumn Star.

Atherton. Whirl Asunder.

Marshall. Exton Manor; Squire's Daughter;  
Honour of the Clintons.

Bennett. Treasure of Payne Galliard-Madame  
Margot.

Chekhov. The Bet & Other Stories.

**Newman Bk. Shop, Box 191, Westminster, Md.**  
Currier. Carmel in America.

**L. I. Newton, 8 Genander, Auburn, Mass.**  
Martial. Trans. T. May. 1629.

**Norman Remington Co., Baltimore, Md.**  
Hamilton. Intimate Life of Alexander Hamilton.  
Rowland. Reflections of a Batchelor Girl.  
Mudge. George Eliot Dictionary.  
Phelps. Browning, How to Know Him. Bobbs.  
Wyckoff. Tape Reading.  
Wilson. Hague Arbitration Cases.  
Anghiera. De Orbe Nobo. Trans. MacNutt.  
M. Crawford. Upper Birth.

**Old Barn Bk. Shop, East Hampton, L. I.**  
Salamagundi. Faulkner. Ltd. ed.

**Old Book Cellar, 1334 Spruce St., Berkeley, Cal.**  
The Shelley Note Book.

**Old Corner Book Store, 50 Bromfield St., Boston**  
The Northern Bell. Henry Milner Rideout.

**Osborne's Bk. Store, Santa Barbara, Cal.**  
H. M. Stanley. My Dark Companions; How I  
Found Livingstone; Through the Dark Con-  
tinent.

**Owl Bk. Shop, 10 Washinton St., Orlando, Fla.**  
Daniel Henry Holmes. A Pedlar's Pack.  
Under a Fool Cap.  
Hempen Home-spun.



## Books Wanted—Continued

Peabody College Book Store, Nashville, Tenn.  
Thwing. Universities of the World.

Pennsylvania State College Lib., State Coll., Pa.  
Lanier. Letters. Scribner. 1899.

Pierce & Scopes, 59 Maiden Lane, Albany, N. Y.  
Harvard Classics. Vol. 7. Blue cloth.  
Wells, H. G. Tales of Time and Space; First  
Men in the Moon.

Todd, John. Summer Gleanings. 1852.

Macfarlane. History of Propellers, etc.

Stone. Letters on Masonry.

Lanman. Tour of River Saguenay. 1848.

Quote any good book relating to the American  
Revolution, the French and Indian War,  
Colonial New York; N. Y. Indians; Local  
History; Lake Champlain; Lake George; the  
Adirondacks.

Also Manuscripts and Autographs of American  
Historical interest.

Post Box B'kshop, 29 E. 48th St., New York  
P. F. Martin. Mining Throughout Mexico.

C. S. Pratt, 475 Sixth Ave., New York  
R. C. Smith. Drawing from Memory.  
Boisbandran. Training of Memory in Art.

Princeton University Library, Princeton, N. J.  
Munro, D. G. Five Republics of Central America.  
1918.

Putnam B'kstore, 2 W. 45th St., New York

Pyle. American Spirit.

Brown. Picturesque Nepal.

Lippman. Preface to Politics.

Ideals of Republic.

Tennyson. Works. Vol. 5. 1896. Green clo.

Letters of Archie Butt. 1st ed.

Borden. Jane, Our Stranger.

Adams. Diagnosis, Differential and Treatment  
Diseases of Eye.

Daley. Poems. In Italian Dialect.

Gracie. Truth About the Titanic.

Hughes. Not Without Laughter.

Chapman. Warblers of No. America. 1907.

The Boss.

Hayden. Dictionary of Dates. 25th ed. 1910.

Report of U. S. Country Life Commission with  
an Introd. by Theo. Roosevelt.

Selections from Poetry of Charlotte, Emily, Anne  
and Branwell Bronte.

Wylie. Orphan Angel.

Life and Works George Mason. 2 vols.

Bolton. History of Westchester County.

Joel Chandler Harris. 4° Juveniles.

David M. Quammen, Lemmon, S. Dak.  
The Yoke. Miller.

Rampart Bk. Shop, 612 S. Rampart Blvd., Los  
Angeles, Calif.

Buck. Good Earth. 1st ed.

Armer. Waterless Mountain. 1st ed.

Judge Hays. Pioneer Notes.

Los Angeles City Directories prior to 1873.

Rand Bk. Store, 7 E. 15th St., New York

R. L. Schuyler. On the Making of the Constitu-  
tion of the U. S. A.

Raymer's Bk. Store, Monroe at Division, Grand  
Rapids, Mich.

Old Buddha. Der Ling. Cheap copy.

Sanskrit English Dictionary.

Books by or about Madame Guyer.

Red Bank Bk. Store, 6 Linden Pl., Red Bank, N. J.  
Pansies. D. H. Lawrence.

Peter Reilly Co., 133 N. 13th St., Phila.  
Rath. When the Devil Was Sick.  
Todd. Wall Street Accounting.

C. B. Rogers, 16 E. 96th St., New York  
History and Genealogy of the Guild, Guile and  
Gile Family. Charles Burleigh. Brown,  
Thurston & Co. Maine. 1887.  
Thompson Genealogy. Wm. Baker Thompson.  
1911.  
Hoare Family Genealogy. E. Richard Hoare.  
1883.

Mrs. K. N. Rosen, 445 Riverside Drive, N. Y.  
R.I.L.U. Magazine. Complete set.  
Communist International. 1929 and following  
years. English ed.

Anti-Imperialistic Review. Last years.

Novy Mir. Russian. Complete set.

Russky Golos. Russian. Last years.

Wish to buy books about Russia, Russian News-  
papers and magazines published in America  
from 1914.

F. Rosengren, 1613 Cleveland Ave., Whiting, Ind.  
Back numbers Bookman's Journal.

Russell's Bk. Shop, 69 Plainfield St., Providence,  
R. I.  
Magazines, bound or unbound.

St. Louis, Mo., Public Library, Olive, 13th & 14th  
Kirkland, J. Zury, the Meanest Man in Spring  
County.

St. Paul, Minn., Bk. & Stat'y Co., 55 E. 6th St.  
Grover Cleveland. Fishing and Shooting Sketches.

D. N. Sakols Co., 740 N. Plankinton Ave.,  
Milwaukee, Wis.

Melville. Moby Dick. 1st ed.

Twain. A Tramp Abroad. 1st ed.

Abel. Slaveholding Indians. Vols. 2 & 3.

Aldridge. Ranch Notes.

Benedict. History of Muskogee and Northeast.

Bray. History of Railroads.

Cantonwine. Oklahoma, Star 46.

Dale. Territorial Acquisitions of the U. S.

Dunn. Indian Territory, A., Pre-commonwealth;  
Susan of Old Fort Gibson.

Moorehead. American Indian in United States.

Nimmo. Range and Ranch Cattle Traffic.

Ogg. Opening of the Mississippi.

Rock. Illustrated History of Oklahoma.

Wheeler. The Frontier Trail.

Wythe. History of the 90th Division.

Chronicles of America.

McKenny-Hall Indians. Folio.

Satyr Bk. Shop, 1622 N. Vine, Hollywood, Cal.  
Four Handsome Negresses.

Week-End Library for 1930 if it contains Passage  
to Benares.

Real Sarah Bernhardt.

O. Henry. Letters, Autographs, Manuscripts.

Abraham Lincoln. Letters.

Bell. British Theatre. Set.

The Funeral, or, Grief a la Mode.

Sir Richard Steele. G. A. Aitken. Scribner.  
1894.

The Conscious Lovers. Sir Richard Steele. Doug-  
ald McMillain.

Sir Richard Steele. A. Chalmers. Worthington.  
1883.

The Tender Husband. Sir Richard Steele.

**Alwin J. Scheuer, 26 E. 56th St., New York**  
Lewis. Main Street; The Innocents. 1st eds.  
Hemingway. Sun Also Rises. 1st ed.

**Schmalzried Bk. Shop, 911 Main St., Dallas, Tex.**  
Clews, Henry. Fifty Years in Wall Street.  
Emory, Wm. H. Report of the U. S. and Mexican  
Boundry Survey. Vol. 2, part 2.  
Exall, Henry. Modern Agricultural Methods.  
Gregg, Josiah. Commerce of the Prairies.  
Gobineau, Joseph Arthur. Crimson Handkerchief.  
Gunter, Archibald C. Mr. Barnes of New York.  
Ringling Brothers. Pub. by Connely Theology.  
Shedd, W. G. T. Dogmatic Theology.  
Texas, Anything on, any time, priced right.

**Schulte's Book Store, 80 Fourth Ave., New York**  
Ben-Allah. Rudolph Valentino, His Romantic  
Life and Death. Hollywood. 1926.  
Richardson. The Secret Service. Hartford. 1865.  
Adams. History of the Town of Southampton,  
1918.  
Coleman. On the Psalms.  
Vermont Quarterly Gazetteer. No. 5.

**Schuman's, 4840 Cass Ave., Detroit, Mich.**  
Nicely bound, 2nd-hand copies in good condition  
of following, cheap:  
Tostoi. War and Peace; Anna Karenina.  
James. The American.  
Melville. The White Jacket.  
Casanova. Venetian Society. Vol. I only.

**John E. Scopes & Co., 23 Steuben, Albany, N. Y.**  
Bunker. Long Island Genealogies. 1895.  
Freeland. Records of Oxford, Mass. 1894.  
Munsell. Colls. on Hist. of Albany. Vol. 3 only.  
Hall. Hist. of 97th Regt., Conkling Rifles.

**Scrantom's, 334 Main St. E., Rochester, N. Y.**  
Cummings. Enormous Room.  
Cow with the Golden Horn.

**Scrantom's, 21 State St., Rochester, N. Y.**  
My Aunt Angie.  
My Uncle Oswald.  
Cutbrush. System of Pyrotechny.  
Scoggins. Red Gods Call.

**Chas. Scribner's Sons, 597 Fifth Ave., New York**  
Beck, J. M. Vanishing Rights of the States.  
Buck, Pearl. The Good Earth. 1st trade ed.  
Collins, Wilkie. Poor Miss Finch.  
Didron, A. N. Christian Iconography. 2 vols.  
Duras. Universal Peace by International Govern-  
ment.  
Funk-Brentano. Drama of the Poisons.  
Hammond, Colonel George. Account of Battle of  
Chancellorsville.  
Hastings, C. E. Light.  
Hewart, Lord. The New Despotism.  
Horace. Ode and Epodes.  
King, Georgiana. Way of St. James. 3 vols.  
Morgan. The Fountain. 1st ed.  
Nelson, A. H. Battles of Chancellorsville and  
Gettysburg.  
Petersburg. Chancellorsville and Gettysburg.  
Richardson, C. Chancellorsville Campaign.  
Sidgewick. Sack and Sugar.  
Wylie, E. Jennifer Lorn.

**Charles Sessler, 1310 Walnut St., Philadelphia**  
Ex Libris Carissimis. Morley. 1st ed.  
Book About the English Bible. Penniman. 1st ed.  
Epic of America. 1st ed.  
Lincoln. Lord Charnwood. 1st ed.  
Alcott. Little Women. 1st ed.  
Prior. Life of Oliver Goldsmith.

## Weekly Book Exchange

**Sign of the Mermaid, 1014 E. Jefferson, Detroit**  
Cather. My Antonia. 1st ed.  
Morley. Kathleen. 1st ed.

**Siler's, Inc., 1000 Canal St., New Orleans, La.**  
National Geographic Magazines. 1920, Jan., Feb.,  
Mar., July, Sept., Dec.; 1917, Apr., Oct.;  
1918, Feb., May, July, Sept., Dec.; 1919,  
Mar., Apr.

**Simmel & Co., Ross-Str. 5-7, Leipzig C 1**  
May. Antislavery Conflict. 1869.  
Memorial of Hemans.  
Michigan Biographies. 2 vols.  
Riddell, Will. Dummer Powell.  
Jackson. Publ. Instruct. in Michigan.  
Riddell. Michigan & British Rule.  
Kilroe. St. Tammy. 1913.  
Lit. Magz. & Am. Register.  
Publ. of the Louisiana Hist. Soc.  
Library Journal.  
Library Ass'n Monthly Notes.  
Am. Cathol. Hist. Soc. Researches.  
Am. Magaz. & Hist. Chronicle.  
Bibl. Soc. Chicago. Contrib. to Bibliogr.  
California Blue Book.  
Hunt's Merchants Magaz. & Comm. Review.  
Stud. in Social Sc. Univ. of Urbana.  
James Sprunt. Hist. Monographs.  
James Sprunt. Hist. Studies.  
Stud. in Hist. and Polit. Science.  
Journ. of Polit. Economy.  
Michigan Histor. Commission.  
Bull. of the Michigan Hist. Comm.  
Michigan Hist. Magazine.  
Missouri Hist. Soc. Publications.

**Smith & McCance, 5 Ashburton Pl., Boston, Mass.**  
Kains, M. G. Culinary Herbs.  
Brooks, Elisha. A Pioneer Mother of California.  
Root & Connelley. Overland Stage to California.

**A. J. Souweine, 611 W. 177th St., New York**  
Chess Items and Chess Curios. Any.

**Stanford B'kstore, Stanford Univ., Cal.**  
Stoddard, C. Warren. Marshallah. 1881. Appleton.

**G. E. Stechert & Co., 31 E. 10th St., New York**  
Barnard. Photographic Atlas Milky Way.  
Camp. Muggins, the Cow Horse. 1929.  
Crosby. Tolstoy, His Message. 1904; Tolstoy as  
a Schoolmaster. 1904.  
Dillon. Flowering Stone. 1st ed.  
Estabrook. Jukes in 1915.  
Fischer. Permanent Palette.  
Freud. Problem of Lay-Analysis.  
Henderson. Mark Twain. 1912.  
Hoetzsch. Germany's Dom. & For. Policies. 1929.  
Howe. Taxation and Taxes in U. S. Latest ed.  
Keyes. Tales of Secret Service.  
Peterson. Cicero. 1920.  
Pyle. Life James J. Hill. 2 vols.  
Root. Classical Mythology in Shakespeare.  
Shepard. Sea Power Ancient History. 1924.  
Clarke, Samuel. Works. Ed. Hoadley. 4 vols.  
Rickard. Journeys of Observation. 1907.

**E. Steiger & Co., 49 Murray St., New York**  
Henn-Ahn. Keyt to 2nd French Book.  
Tobenkin. House of Conrad; Witte Arrives.  
A Method of Predetermining Costs in Cotton Yarn  
Mills.  
Henry Drummond. Natural Law in the Spiritual  
Universe.  
Biese. History of the German Settlements in  
Texas. 1831-61.

## Books Wanted—Continued

## Steiger—Continued

- Lenker. Lutherans in All Lands. Vol. 2 and following.  
 Reynolds. The Banana. Houghton Mifflin.  
 Shorny. The Unity of Plato's Thought.  
 Norton. Studies in Montaigne. 2 vols. 1904.  
 Lennox & Cobb. Epilepsy. 1928.  
 Journal of the Tennessee State Medical Ass'n. Vol. 18. 1926.  
 Percival Wilde. Parade.  
 Huxley. Those Barren Leaves. Doubleday, Doran. New copy only.

- Stevens & Brown, 28 Little Russell St., London  
 Agresti. David Lubin.  
 Axwell. Mystery of Baptism. Funk & W.. 1901.  
 Bryan. Dialects Kentish Charters. 1915.  
 Camac. Epoch Making Contrib. to Medicine. 1909.  
 Camp. James Clyman: Amer. Frontiersman.  
 Clifford. My Exper. as an Aviator.  
 Copeland. Natural Conduct. Stanford Pr.  
 Culver. Book of Old Ships. Doran.  
 Duncan. New Science and English Lit. 1913.  
 Durrie, D. S. Bibliographia Genealogica Americana and Supplement. Munsell.  
 Graham. Tory Criticism in Qtly. Rev. 1809-53.  
 Gunmere. The Popular Ballad. Houghton. 1901.  
 Humboldt. Fluctuations of Gold. 1900.  
 Jackson, G. L. Privilege of Education. 1918.  
 MacInnis. Peter the Fisherman. Biola.  
 MacIver. Labour in Changing World. Last. ed.  
 Scott, J. F. Hist. Ess. Apprent. & Voc. Educ. 1914.  
 Stevenson. Portolan Charts. Hispanic Soc. 1911.  
 Traubel. Walt Whitman at Camden. Vol. 3. 1914.  
 Verrill. Knots, Splices & Rope Work. Latest ed.

- Stewart Kidd, 19 E. 4th St., Cincinnati, Ohio  
 The Good Earth. All 1st eds.  
 Norman Douglas. Old Calabria.  
 Westcott. David Harum.  
 Deland. The Iron Woman.  
 Lincoln. Capt. Eri.  
 Davis. Soldiers of Fortune.  
 Lorimer. Letters from a Self-made Merchant to His Son.  
 Alice Hegan Rice. Mrs. Wiggs of the Cabbage Patch.  
 Dunne. Mr. Dooley in Peace and War.  
 Stockton. The Lady or the Tiger.

- W. K. Stewart Co., 44 E. Washington St., Indianapolis, Ind.  
 Route. Maori. Symbolism. Harcourt.

- E. M. Strange, 1 Park Ave., New York  
 Agassiz. Alexander. Complete set.  
 Agassiz, Louis. Works by.  
 Atlases. U. S. County Maps, 1810-1850.  
 Babington. How She Became a Blue Lodge Mason.  
 Carpenter. Intermediate Sex.  
 Chapman. Birds, Eggs of N. A.  
 Chase. Life of Philander Chase.  
 Conner. Ralph the Runner.  
 Crébillon. Lady of Quality.  
 Criminology. Books on.  
 Douglas. Kathie Books.  
 Encyclopedia Britannica. An old ed. Cheap.  
 Fan Engineering. 2nd ed.  
 Farm & Fireside Cook Book.  
 Florida. Books on. Descriptive works prior 1850.  
 Geologic Folio. No. 169.  
 Goethe. Wilhelm Meister; Theatrical Mission.  
 Griffin & Minchine. Robert Browning.  
 Hardtack and Coffee. John D. Billings.  
 Henderson. The Signist.

## E. M. Strange—Continued

- Hitchcock. The Ivory Ball.  
 Hopkins. Bull Run to Appomattox.  
 Jewish Tribune. Jan., 1928.  
 Jones. Cassell's Cyclopedia of Photography.  
 King. History of Kerry.  
 Levere. History of Sigma Alpha Epsilon Fraternity.  
 Moses. Jewish Science.  
 Motion Picture Magazine. Dec., 1919.  
 McBrady. MacGillienddy Papers.  
 McGuire. Novels by.  
 N. A. Rev. 1879, July-Dec.  
 Old Phonograph Records. Catalogs prior to 1922.  
 Old College of Oxford Univ.  
 Peele. Mining Engineer's Handbook.  
 Photoplay. Dec., 1919.  
 Sade, de, Works by.  
 Stein, Gertrude. Three Lives.  
 Stowe. Astrological Periodicity.  
 Veblen. Vested Interests and the Common Man; Place of Science in Modern Civilization.  
 Wilder & Wentworth. Personal Identification.  
 Williams. History of Science.  
 To Publishers—Announce the publication of Ezra Pound's Prolegomena (Collected Verse). Vol. 1, How to Read with the Spirit of Romance, Part 1.  
 William Carlos Williams. A Novelette and Other Prose.  
 An Objectionist's Anthology. Ed. by Louis Zukofsky. Paper, 75c. the copy.  
 American Agent: E. M. Strange, 1 Park Ave., New York.

- Studio Bk. Shop, 1916 Third Ave., Birmingham  
 Borden Genealogy.  
 Brooks. Lives of Illustrious Men of America.  
 Caruthers. Knights of Golden Horse Shoe. 2 cop. 1st.  
 Compton's Pictured Cyclopedia.  
 Darby. Mechanism of English Sentence.  
 Faulkner. Marble Faun. Cheap copy.  
 Graves. Two Bubbles. Mint Copy.  
 Green Bottom Inn.  
 Harvard Classics.  
 Here Is Your Health.  
 Hoover. Re Metallurgia Agricola.  
 Kobbe. How to Appreciate Music.  
 Montague. Disenchantment.  
 Romance of Trees.  
 Roosevelt. All in the Family.  
 Shakespeare. King John. Eds. Parker & Clark. Pub. Crowell.  
 Weeden. Shadows on the Wall.  
 Wister. Padre Ignacio.

- Sunnyside B'kshop, 53 Pacific, Santa Cruz, Cal.  
 Lane, Rose Wilder. Soldiers of the Soil.

- Sutton Pl. B'kshop, 407 E. 57th St., New York  
 Salten. Bambi. 1st ed. German.

- Technical Bk. Co., 432 Market St., San Francisco  
 U.S.G.S. Folios, Bulletins, Water Rights Papers.  
 Business, Technical and Scientific Books. New.  
 Telegraph and Cable Codes. New or used.

- Thoms & Eron, 89 Chambers St., New York  
 Griswold. Index to Harper's Weekly.  
 Ford. Dr. Dodd's School.  
 Encyclopedia Britannica. 14th ed.  
 Macneil. Clan Macneil.  
 Marshall. Chess Masterpieces.  
 Moulton. Library of Literary Criticism. Vols. 6 and 8; also complete sets.  
 Gold Dust. 2 copies.  
 Quick. On Board the Good Ship Earth.



**Troy Bk. & Stat'y Shop, 43 3rd St., Troy, N. Y.**  
Abbott. U. S. and Great War.  
Isaacson. Simple Story of Music.  
Marie Hay. Winter Queen; German Pompadour;  
Catherine of Russia.

**Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.**  
The Black Pigeon. Austin.  
The Garden as Considered in Literature by Certain Polite Writers with a Critical Essay by Walter Howe.  
Ladies of Worcester.  
Books on Decorating Confectionery and Pastry.  
Who's Who Among Ferns. Beecroft.  
Rabelais. Doré illustrations in color.

**Union Sq. Bk. Shop, 30 E. 14th St., New York**  
American Autographs, Literary and Historical, constantly wanted.

**Union Theolog. Sem. Bk. Serv., 3041 B'way, N. Y.**  
Shields. Presbyterian Book of Common Prayer.  
Martineau. Prayers in Congregation and College;  
Two Services of Public Prayer.  
Bradley. Shakespearian Tragedy.

**Universal Library Service, 240 B'way, New York**  
Berman, M., pseud. The How and Why of Candy Making.  
Holt, E. B., and others. New Realism: Cooperative Studies in Philosophy. 1912.  
Josephson, A. G. S. Bibliogr. of Bibliographies.  
Ward, A. E., & Waller, A. R. Cambridge History of English Literature. Vol. 2.  
Evans, J. C. Speedwriting.  
Jones, E. L. Surveying from the air.  
Jevons, W. S. Theory of Political Economy. 4th ed.  
Case, C. B. Ford Smiles.  
Thompson, M. Alice of Old Vincennes.

**U. of I. Supply Store, 625 S. Wright St., Champaign, Ill.**  
Logan Pearsal Smith. Trivia.

**University of Toronto Library, Toronto 5, Can.**  
Adams, H. Life of George Cabot Lodge.  
Beer, G. L. Old Colonial System. Pt. 1 in 2 vols.  
Carey, H. C. British Treaties of 1871 & 1874.  
Coulter, M. C. Outline of Genetics. 1923.  
Hoar, E. Mrs. Samuel Ripley.  
Jameson, J. F. History of Historical Writing in America.  
Jennings, . E. Color Vision and Color blindness. 2nd ed. rev.  
Johnson, E. F. Reciprocity Treaty with England.  
Jung, C. Psych. of Dementia Praecox. Trans. Peterson.  
Kelley, W. D. Proposed Reciprocity Treaty. An address.  
Lamprecht, S. P. Moral & Polit. Philosophy of J. Locke. Arch. of Philos., no. 11.  
Lanier, S. Music and Poetry.  
Nat. Indust. Conf. Bd. A Picture of World Econ. Conditions at Beginning of 1930. No. 4.  
Piper & Beattie. Flora of S. E. Washington and Adjacent Idaho.  
Popenhoe, P. B. Problems of Human Reproductions.  
Smith, G. Speeches of G. Smith in Congress (1853-4).  
Stephenson, G. M. Political Hist. of the Public Lands, 1840-62.  
Traill, H. D. Shaftesbury, First Earl. 1886.  
Webster, S. Canadian Reciprocity Treaty of 1854.  
Wellington, R. G. Political and Sectional Influence of the Public Lands, 1828-42.

## Weekly Book Exchange

**Van Norman Book Co., 1415 Howett, Peoria, Ill.**  
Illinois County Histories. Quote any.  
Anything relating to Abraham Lincoln.

**Vroman's Bk. Store, 329 E. Col. St., Pasadena, Cal.**  
Old Lady in No. 31. Century.  
Morley. Ex. Libris Carissimus. 1st ed.  
Eddy & Page. Makers of Freedom. Doran.  
Archibald MacLeish. Any 1st eds.  
Ash. Motke the Vagabond.  
Freshfield. Around Kenchenjunga.  
Priestley. Good Companions. 1st English ed.  
O'Neill. Thirst. 1st ed. Mint copy.

**Wakefield B'kshop, 509 Madison Ave., N. Y.**  
Papers of a Pariah. R. H. Benson.  
Bridge of San Luis Rey. Wilder. 1st Amer.

**John Wanamaker, New York**  
Coast of Folly. Dawson. Pub. Cosmopolitan.

**Week-End Bk. Service, 959 Madison Ave., N. Y.**  
Royal Children of English History. E. Nesbit.

**J. R. Weldin Co., 413 Wood St., Pittsburgh, Pa.**  
Evarts. Passing of Old West; Cross Pull.

**E. H. Wells, 602 Madison Ave., New York**  
Bennett. 1st Am. eds. of Great Adventure; Teresa of Watling Street.  
Brome. Songs and Poems. Louisville. 1924.  
Catalogue of Library of William Gifford. 1829.  
Dennett. Americans in Eastern Asia.  
Galileo. Dialogues concerning two Sciences.  
Gilliard. 13 Years at Russian Court.  
James. Two Magics. 1st Am. ed.  
Lowes. Convention and Revolt in Poetry. 1st.  
Strong. Dublin Days. 1st Am. ed.

**Gabriel Wells, 145 W. 57th St., New York**  
Besier. The Barretts of Wimpole Street. 1st Eng.  
Andromeda in Wimpole Street. 1st ed.  
God and My Father. Clarence Day. 1st ed.

**M. F. Wells, 1123 Roosevelt St., Llanerch, Pa.**  
Papini, G. Laborers in the Vineyard. 2nd-hand copy.

**Wesleyan University, Middletown, Conn.**  
Glaspell, Susan. Allison's House.  
Kennedy, Charles R. The Terrible Meek.

**B. Westermann Co., 13 W. 46th St., New York**  
Chatham. Flora of the So. Eastern States.  
Small. Flora of Florida.  
Carvery. Alabama.  
Scribner. Grasses of Tennessee. 1, 2.

**Whitmore & Smith, Nashville, Tenn.**  
Hastings. Greater Men & Women of the Bible.

**M. A. Whitty, 1621 Brook Rd., Richmond, Va.**  
Poe, E. A. Books, Magazines, Mss.

**The Wide-Awake Bk. Shop, Wilkes-Barre, Pa.**  
Autobiography of a Lie. Edith Lyle.

**Wilder's Bookshop, 28 Warren Ave., Somerville, Boston 42, Mass.**  
Cummings, Henry. Sermon Preached Billerica, Nov. 23, 1775.  
Eckel. Maria Monk's Daughter. 1874.  
Farmer's Almanack. Robert B. Thomas. Any before 1826.  
Riggs Genealogy. 1901.  
Ricker. Annals, Newtown, N. Y., 1852.  
Any Genealogical Book or Pamphlet.  
Any Town or County History.

## Books Wanted—Continued

**Witkower's, 77 Asylum St., Hartford, Conn.**  
Four Centuries of Fine Printing. Morison.  
Lure of Music. Downes. Harper.

**Florence Woodward, Golden City, Mo.**  
McGuffey's Readers; Speakers; Spellers.  
Runs of Southern Newspapers.  
Bound Vols. of Pamphlets.  
Old Books for Children.

**Woodworth's Bk. Store, 1311 E. 57th, Chicago**  
Untermeyer. Moses.

**Ye Olde Bk. Shoppe, 767 E. Col., Pasadena, Cal.**  
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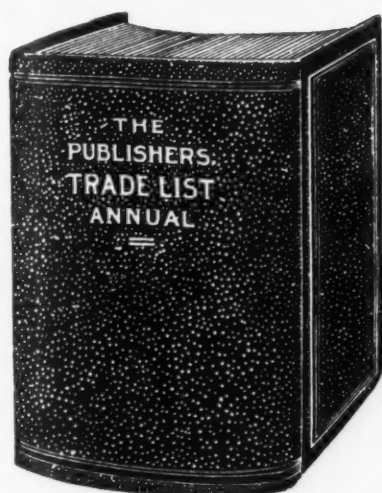
✿ ✿ ✿ The organization of the bookselling trade in Germany is the subject of an article written for the *Publishers' Weekly* by Hugo Bickhart, director of the house of Messrs. Arthur Collignon in Berlin which will appear in next week's issue. "The bookseller as a conservator of mental values is highly esteemed in Germany," observes Herr Bickhart. "It is therefore his endeavor to maintain a high standard in his trade." There will also be an article on window display as used by German booksellers with photographs of several outstanding displays. ✿ ✿ ✿

✿ ✿ ✿ The customer's reaction toward the booktrade is outlined in an article written for us by Marsh K. Powers of Cleveland who describes himself as one who "should be in the good graces of the publisher as a better-than-average customer."

Mr. Powers has some very valid criticism to offer which is directed at both publisher and bookseller. ✿ ✿ ✿

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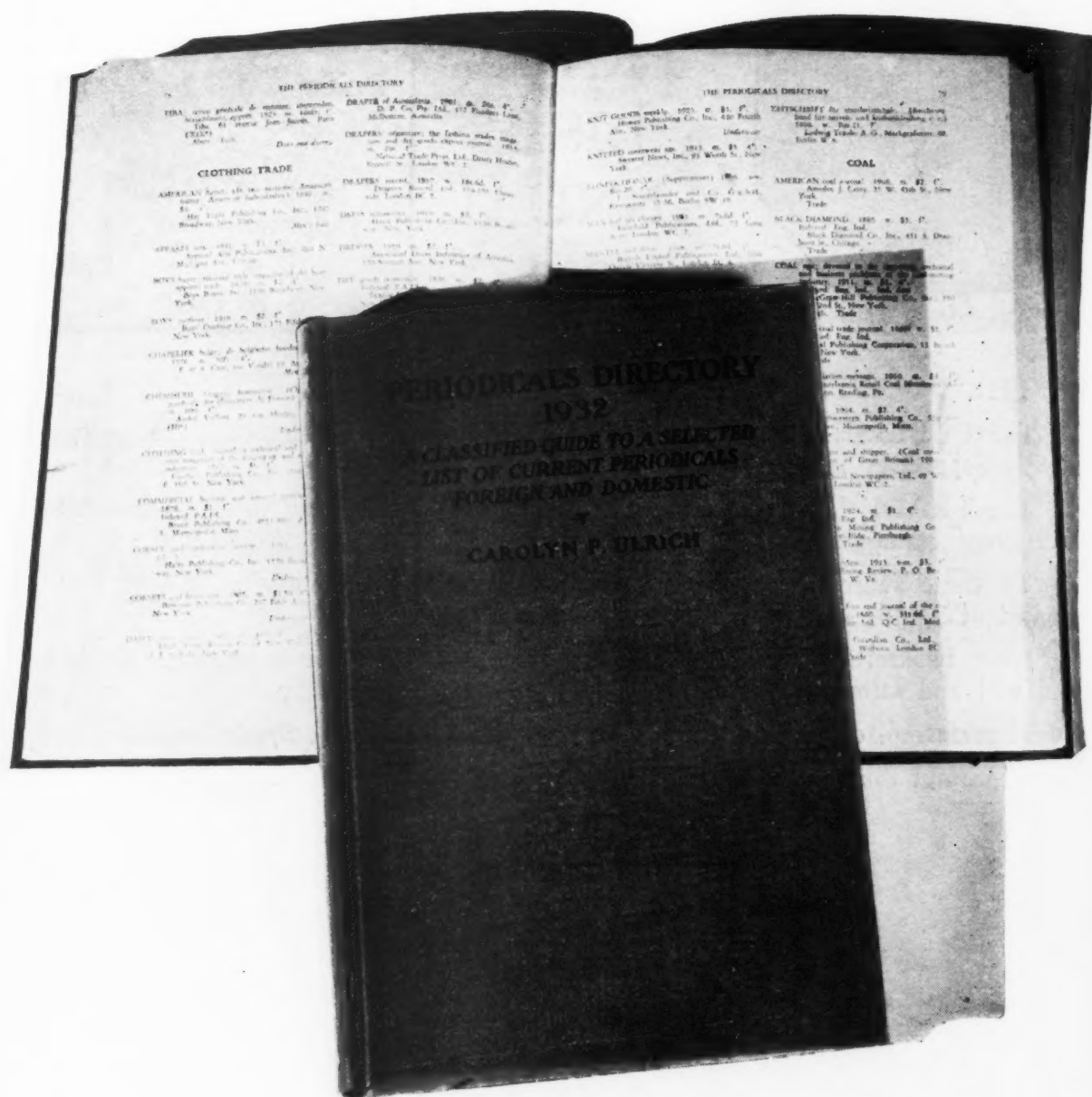
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